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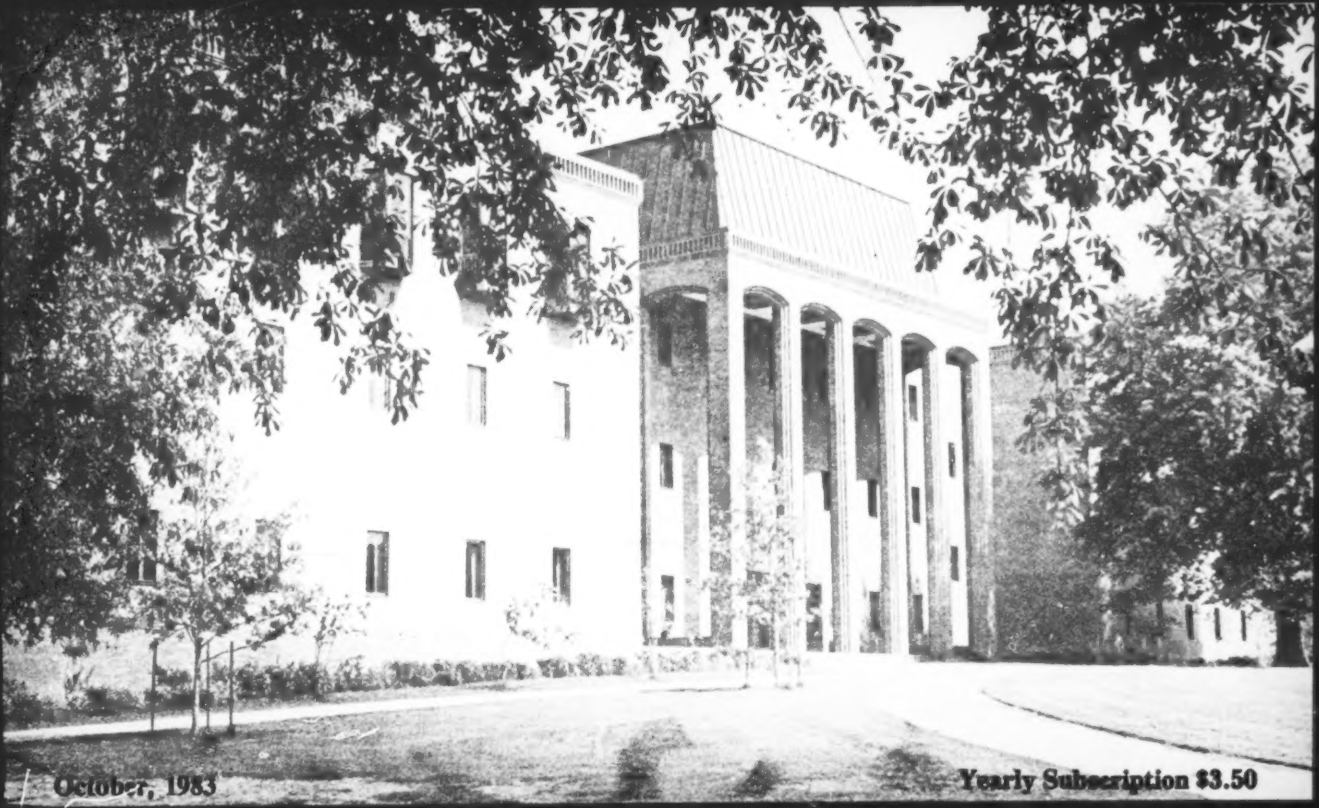

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AUBER MEMBER

The VDTs Are Coming

by
Dr. John W. Trinkaus

The Research Institute of America feels that labors' work rule concessions growing out of the recession will result in significant alterations in the work place in the years ahead. New structural patterns being put into place in the steel and airlines industries are cited as examples of the changes to come. But, the Institute suggests, perhaps a more significant determinant of forthcoming change is the high-tech reindustrialization of the country which will probably peak in the next decade. Increased use of robots, the adoption of new concepts of quality assurance, and advances in office machinery are among the modifications mentioned which will probably be shaping the character of the work setting of the future (1).

One such emerging technological modification is the video display terminal (VDT). Its arrival will mean, for many, that work will change dramatically and permanently. Gone will be the need for such duties as filing, typing, and telephoning. In their place will be requirement to strike the keys of a terminal, read messages displayed on a screen, respond, and punch the keys again. Jobs will become easier in that the machine will handle much of the drudgery with which the worker formerly had to cope. But, making it easier may or may not make it better.

The Health Factor

While the coming of VDTs is generally being received with enthusiasm as a productivity enhancing measure, there is some concern that the benefits to be achieved might well become a cost item in terms of worker health. Shaffer, for example, cautions that the proper design of both machine and environment are necessary, less unintended problems of worker fatique and discomfort develop (2). Nussbaum reports that one of the top agenda items of an organization called "Working Women" is the potential health hazard of the VDT (3). Continuing studies aimed at establishing guidelines for the safe manufacture, maintenance and use of terminals, by the National Institute for Occupational Safety and Health, are detailed by Hoffmeyer (4).

However, Tollefson observes that Government testing of VDTs in Canada show that fears that working with VDTs may cause birth defects, miscarriages, and eye problems are unfounded. General discomfort, reported by some, such as back and neck problems, fatigue, and headaches are most likely caused by office environments and the composition of operators' jobs, rather than by the VDTs. However, it is noted that the design of the work station, in paritcular the chair and table, is an important preventive consideration (5). Citing the work done by the National Institute of Occupational and Health and Safety, Buckler reports general support for these Canadian findings. But, it is noted, there does exist a potential detrimental effect of VDTs on the mental state of the operator (6). Suggested remedies to reduce the probability of this occurring include such measures as: dealing with the depression resulting from fears of a new technology, introducing suitable operator rest pauses in the work day, and attention to the layout of the equipment and illumination pattern of the work area (7). More specific prescriptive measures offered include: the use of screen filters employing various anti-reflection devices (8), detachable keyboards which allow the operator to position it to achieve optimum comfort for typing (9), and the selection of proper VDT screens and character sizes in keeping with the environmental setting in which the device will be used and the physical profile of the operator (10).

But, despite these, and similar reassurances, misgivings about VDTs continue. For example, the Ontario Crown Employees Grievance Settlement Board upheld the right of pregnant women to transfer, upon request and without penalty, from VDT work station assignments (11). VDT operators at the London (Ontario) Life and Fanshawe College were provided employer purchased protective lead aprons (12). A poll of 2000 secretaries, sponsored by the Minolta Corporation's Business Equipment Division, in cooperation with Professional Secretaries International, showed that more than half of the secretaries felt that they had experienced physiological problems when using word processors with cathode ray tube display screens. Eye strain was cited by 52 percent, back or neck problems by 46 percent, and headaches by 30 percent (13).

In view of these, and similar reports concerning the safety of VDTs, the Department of Continuing Education of the Harvard Medical School, devoted an issue of its **Health Letter** to the subject. Their coverage treated the four broad health related categories into which the expressed concerns about VDTs normally fall: radiation hazard, visual disturbances, musculoskeletal difficulties, and job stress. Concerning radiation, they state that leakage is considerably less than presently established allowable levels for occupational exposure. Too, certain types of radiation, radio frequencies and x-rays for example, are not even detectable. As to visual difficulties, they indicate that they can generally be traced to improper lighting in the work area, and poor maintenance of the VDT which permit screen defects to develop. Musculoskeletal problems are largely attributable to sheer immobility and the rapid work pace which a VDT can intrinsically establish. However, poor design of the work station can also be a major causal factor. Concerning job stress, it is stated that while most VDT operators find a number of enjoyable job features, over 75 percent have physical or stress related complaints which they attribute to the terminal. However, it is suggested that poor management, rather than the VDT, is probably responsible. For example, people are often assigned to terminal usage without adequate training; workload standards are established by the capability of the VDT rather than the operator; workers are implicitly encouraged to form relationships with their machines rather than people; and, in the absence of suitable awareness the terminal's constant high-speed steady-state ability can become demoralizing to a worker's pride (14).

The Management Factor

Improper attention to the introduction of VDTs into the workplace, as with any change which significantly impacts on the employees of an organization, can have serious negative implications. These are generally displayed, symptomatically, in such conventional forms as increases in: absenteeism, lateness, turnover, scrap, accidents and conflict.

What constitutes proper attention, however, cannot be reduced to a simple set of rules for action. organizations take on many forms due to the differences in the goals and objectives which are being pursued, dissimilarities in methods of implementation, classes of problems which are being dealt with, and unique technological and procedural orientations. Too, departments within the same organization might well vary according to the modes of thought which their members typically use. For example, people assigned to units charged with relatively specific jobs might be more task oriented and less social conscious than those whose work is more uncertain.

But, regardless of these and other differences, planned change, of the type which generally would be associated with the introduction of VDTs into the work place, can be thought of in terms of the two major sequential phases conceptualized by Wieland and Ullrich (15); initially a process of creativity or idea formulation, followed by the gaining of acceptance of these ideas by key participants. The first component is normally dealt with by proper communication: basically, getting relevant information to the right individuals. This step, termed "cognitive rational" strategy by Chin and Beene (16), rests on the assumption that once people are informed, they are generally intelligent enough to recognize the worth of the inputs and how they may best be used in the work setting. Concerning the second, acceptance of these ideas by those most effected by the change, it generally entails some form of their suitable participatory involvement in the planning. There is perhaps nothing more certain to fail than an undertaking whose chances for success rests with key principals who were completely ignored when the change was being developed.

Working from this general understanding of the process, it is possible to formulate overall guidelines which can help minimize the occurrence of the sometimes reported stress related employee problems accompanying the introduction of VDTs into the workplace. For example, using the framework developed by Hage and Aiken (17), four basic steps might well be helpful.

- Determining the need for VDTs. What is the existing gap between desired and actual performance and the extent of the concensus about the necessity and method of closing the void?
- Planning for the coming VDTs. When is the change to be activated, from where will the resource support come, and what will be the starting point?
- Implementing the change to VDTs. Who will effect the alteration and what compensating adjustments have to be made in the structures and people to maintain desired organizational equilibrium?
- Routinizing the use of VDTs. Where will the

change be consolidated and internalized into the revised standard operating procedures of the organization?

To such guidelines can be appended ancillary practices. For example, the work of Hackman, Oldham, Janson, and Purdy (18) might well suggest the following array in this instance:

- Determine if a change to VDTs should really be made. Some jobs, given the nature of the work, the people involved, and the environment of the work place, are just about as good as they can get.
- Be prepared to spend the time and energy needed. Introducing VDTs generally requires considerably more thought and effort than may be initially envisioned.
- Gear-up ahead for unanticipated problems. The introduction of VDTs can easily trigger unexpected reactions in the organization, which must be adequately handled less the envisioned positive outcomes of the VDTs be negated or reversed.
- Cope with the more difficult problems first. It is often tempting to move ahead on introducing a VDT concept that looks good by rationalizing away important unknowns with the assumption that they can easily be handled when the time comes.
- Consider the introduction of VDTs when they are congruent with organizational objectives and are not simply fadish related or ego satisfying. Technological changes should be means toward the more effective and efficient attainment of established goals, and not simply ends in themselves.

However, even with proper attention to the managment factor, the coming of VDTs can be a traumatic experience—for it is not simply the substitution of one technology for another, but a social occurrence impacting on the work place with many accompanying potentially dysfunctional implications. The coming of the typewriter in the late nineteenth century was perhaps a similar happening and one with which helpful parallels might well be drawn.

The Typewriter

Among the four major ancillary technological advances which facilitated the growth of business in the late 1800's, by moving its supporting office function from a scribal traditional form to a mechanical method, was the typewriter—the telephone, telegraph, and carbon paper are generally acknowledged as the other three by Krooss (19).

Depending on how you define "invent", some degree of credit, according to Southerland (20), can be given to over 100 people for the coming of the typewriter, But, perhaps the first to conceptualize the idea of impressing letters one after another neatly on paper or parchment was Henry Mill, in the early 1700s. One of the earliest machines to be built was made by Pellegrino Turri, but it wasn't until about 1850 that John Jones manufacture about 130 writing machines which he offered for sale. In many history books John Sholes is generally credited as being the "father of the typewriter". However, he was followed by many other contributors whose work resulted in the typewriter as it generally exists today.

At first people, understandably fearing that their job skills were being threatened and having anxiety about the unknown, did not find much use for the typewriter. But, they could and did, find many things that they felt were wrong with the machine and its usage in the work place. Acceptance, however, did come and with it the concept that a typist should be a female. Women, it was reasoned, generally had the finger dexterity required as a result of practicing the piano and working the sewing machine. Too, the existing pool of male clerks was simply not large enough to handle the enormous increase in business correspondence which was developing. But, this was easier said than done as it meant that there had to be a change in attitudes about the idea of men and women being together, out of public sight, in a confined space throughout the entire work day. The issue was that of the respectable career women as perceived by society—something for which the norm had to now changed. Up until that time generally women looking for work in commerce, especially single women, suffered a considerable loss in social status—and besides there was little that was open for them to do.

Silverstone (20), provides a detailed historical review of office work: the part played by women in particular. In her work she also describes the coming, about the same time as the arrival of the typewriter, of shorthand—which tended to compound the unrest. While dating back to the sixteenth century, the technique was really never used to any great extent because of a lack of demand. Of the over 300 systems which had been evolved, the two which survived and moved forward with the times were Pitman's "Stenographic Sound-Hand" and the Gregg method. The introduction, and the filling, of the occupational title of typewriters to the work place was traumatic—shorthand writers and shorthand typists further compounded the turbulence and misgivings. The character of the unrest was perhaps not the same, but is probably quite similar to that which appears to be starting to accompany the arrival of VDTs.

As an aside, it is interesting to note that both devices triggering major office changes, the typewriter and the VDT, have something tangible in common, their keyboard—the QWERTYUIOP arrangement (the sequence of letters on the third row). Devised by Sholes, it was an answer to creating a machine that worked in that the type bars struck by the fingers of the right and left hand, assuming the right to be dominant, should not result in any tendency to clash. Speed and comfort were not factors: workability was. Attempts to come up with "ideal" and "scientific" keyboard arrangements did not take, and the Sholes arrangement continues—from the typewriter to the VDT.

Peripheral Factors

One of the supporting fields of endeavor which has been gearing up for the coming of VDTs is ergonomics. Working with the configuration of the machines, the furniture, and the illumination of the work area a whole host of useful ideas are starting to develop. For example, VDTs are being designed so that the keyboard is separate from the console, thus permitting users to adjust machines to suit their posture, rather that the reverse. This is particularly important to people who wear glasses, especially bifocals, where visual focal points and the field of view are rather critical. Concerning furniture, desks are being designed which have a split top: one half for the screen and the other for the keyboard. Each half can be adjusted up or down and front or back to best match the physical profiles of the operators. As to lighting, where illumination needs are normally different from the conventional typing setting, such measures are being suggested as: blocking light from windows so as to eliminate distracting and irritating glare; dimming multidirectional overhead illumination; and, tailoring individually adjustable task lighting at each work station.

Using a properly designed VDT, in a compatible work setting, potential improvement in work productivity of about 25 percent is suggested by Mackower (22). However, there are two significant qualifications. First, people have to take it upon themselves to properly adjust the equipment to meet their needs: the gear is not self-accommodating. And, second, the best ergonomically designed VDT and accompanying work station can't overcome poor management: the accompanying human element has to be supportive of the change per se and any resulting associated consequences.

Concerning this latter condition, there is increasing awareness that there is something called "high tech uncertainty"—an induced mental and physical state of stress resulting from fear of the unknown that even the best efforts of the ergonomists, and enlightened managers, can't eliminate. It wears and tears on the body, and is widely discussed in the literature: the work of Selye (23), for instance, provides a detailed treatment. Too, it is not limited to VDT operators, but affects their supervisors as well. For example, managers may well suffer concerns that they themselves won't be able to operate the machines—and, if they can work them, what about the next generation of devices? As Herdman (24) suggests, everyone in the organization generally reacts to some degree, in one way or another, to the coming of VDTs. It is up to the organization to properly plan to minimize, and cope with residuals of these reactions, which normally means suitable attention to both technology and people. Considering Guiliano's prediction (25) that by the year 1990 about half the American work force will be using VDTs, the way this need is met can be a significant determinant of the productivity of the office of the future.

Lastly, not to be overlooked is the third organizational underpinning on which change normally impacts: structure. In the case of VDTs this means more nearly policies—goals of the user operation translated into standard operating procedures. Maguire (26) suggests several subject areas normally requiring coverage: flow charts, forms, training programs, filing and retrieval systems, and equipment maintenance and repair. Without proper attention to the effects of change on this third major footing, and despite the best of efforts with technology and people, the resulting equilibrium of the organization can take a set at a point other than that which was intended. All of the three interactive and interdependent components of any organization (technology, people, and structure) have to be purposely treated, for in the absence of planned intervention they will self-adjust coming to rest perhaps at an equilibrium point other than that which may be desired.

Conclusions

In the field of computing and office equipment, the Department of Commerce U.S. **Industrial Outlook** sees shipments increasing in 1983 by 18 percent: to about $40 billion (27). Standard and Poor's **Industry Surveys** suggests that the desire by business to increase the productivity of its large clerical staff, spurred on by technologically induced declining equipment cost, will mean a growth in the work processing equipment market to $5.3 billion by the end of 1986: up from $2.2 billion in 1982 (28). However, what actually happens will perhaps depend on two key factors: the rate at which resistance to the office of the future, by managers who are reluctant to change old ways, is dissipated; and, the ability of users to effectively and efficiently absorb the different technologies introduced by the manufacturers.

That VDTs are coming is fairly certain—and in relatively large numbers. Likewise, that their arrival will result in a certain amount of unrest is probably also true. Some degree of trauma and conflict will almost certainly arise and be felt in the organization. Patience and understanding will be required as people take time in accepting and getting acquainted with the machines. The magnitude and duration of the adjustment, however, can be minimized by keeping informed on the health related issues, adequately planning for the change, being knowledgeable of potential negative reactions to major office alteration, and maintaining an up-to-date posture of what is happening in the field of VDTs and the peripheral areas of interest.

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Agricultural Report, August, 1983

The August 15, 1983 Index of Prices Received by Mississippi farmers for all commodities was up 4 points, (4 percent) at 115 percent of its January-December 1977 average.

An increase in soybean prices was responsible for the 10 point (10 percent) rise in the All Crops Index leaving it at 106 percent of its January-December 1977 average.

Decreases in beef cattle and calf prices were responsible for the 4 point (3 percent) decline in the Livestock Products Index leaving it at 128 percent of its January-December 1977 average.

The August ration of prices received by Missisippi farmers to U.S. prices paid was 71 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for August was 161, up 1 point from mid-July.

COMMODITY	UNIT	Aug 15 1982	Jul 15 1983 3/	Aug 15 1983
		Dollars		
PRICES RECEIVED				
Rice 4/	Cwt.	7.31	7.95	8.07
Sweet potatoes	Cwt.	7/	7/	7/
Soybeans	Bu.	5.38	6.89	8.13
Cotton 4/	Lb.	.528	.646	.645
Cottonseed	Ton	7/	7/	7/
Hogs 4/	Cwt.	61.20	43.40	47.00
Cows	Cwt.	38.20	37.80	34.40
Steers & Heifers	Cwt.	60.20	54.40	50.10
Beef Cattle	Cwt.	44.70	44.00	40.20
Calves	Cwt.	58.10	56.90	50.00
Milk Cows 1/	Head	6/	6/	6/
All Milk, Whsl.	Cwt.	14.20	14.10	14.10
Fluid	Cwt.	14.30	14.20	——
Mfg.	Cwt.	12.20	12.60	——
Comm. Broilers 2/	Lbs.	.275	.310	.325
Eggs	Doz.	.403	.484	.489
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	10.00	12.00	11.50
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.00	11.00	11.00
Cottonseed Meal, 41% Protein	Cwt.	12.50	12.00	12.50
Soybean Meal, 44% Protein	Cwt.	13.50	12.50	14.00
Dairy Feed, 16% Protein	Ton	170.00	180.00	193.00
Chick Starter	Ton	184.00	186.00	210.00
Laying Feed	Ton	171.00	157.00	180.00
Broiler Grower	Ton	205.00	180.00	197.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S. Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October. 7/ Insufficient sales.

SOURCE: Mississippi Crop and Livestock Reporting Service, U.S.D.A. and Mississippi Department of Agriculture and Commerce.

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS

[Seasonally Adjusted]

1969 = 100

Indicator	August 1983	July 1983	August 1982
Retail Sales	176.4	176.8	150.5
Electric Sales[1]	——	192.9	205.6
Gasoline Gallonage	145.7	146.5	136.3
Loans of Savings & Loans Institutions	267.0	305.0	46.6

Catfish Production, August, 1983

The U.S. domestic production of farm-raised catfish during August totaled 12.0 million round weight (liveweight) pounds, an increase of 43 percent from August 1982. The August average price paid to growers was 65 cents per pound, 12 cents above August last year. Net pounds of processed fish sold during August totaled 6.63 million pounds, an increase of 32 percent from the comparable month in 1982. The August average prices received by processors for whole fish were $1.42 per pound for ice pack and $1.51 for frozen fish.

SOURCE: Mississippi Crop and Livestock Reporting Service U.S.D.A. and Mississippi Department of Agriculture and Commerce.

Sales Indicated By Sales Tax Collections During August, 1983 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Adams	1,472	36,320	**Hancock**	586	14,069
Alcorn	915	24,710	**Harrison**	4,840	116,393
Amite	145	3,254	**Hinds**	9,902	279,795
Attala	386	10,242	**Holmes**	352	8,897
			Humphreys	302	8,103
Benton	60	1,326			
Bolivar	871	21,193	**Issaquena**	8	217
			Itawamba	286	7,696
Calhoun	286	7,062			
Carroll	97	2,492	**Jackson**	2,557	64,650
Chickasaw	308	8,016	**Jasper**	272	5,976
Choctaw	135	3,773	**Jefferson**	74	1,641
Claiborne	319	11,905	**Jeff Davis**	217	4,939
Clarke	198	4,063	**Jones**	2,067	49,087
Clay	384	10,367			
Coahoma	878	21,582	**Kemper**	111	2,609
Copiah	435	10,558			
Covington	475	9,764	**Lafayette**	586	14,065
			Lamar	404	9,713
DeSoto	953	23,961	**Lauderdale**	2,561	66,244
			Lawrence	172	3,901
Forrest	2,565	65,830	**Leake**	308	7,751
Franklin	122	3,199	**Lee**	2,492	74,338
			Leflore	1,280	31,561
George	205	4,564	**Lincoln**	814	21,181
Greene	92	2,144			
Grenada	624	16,581			

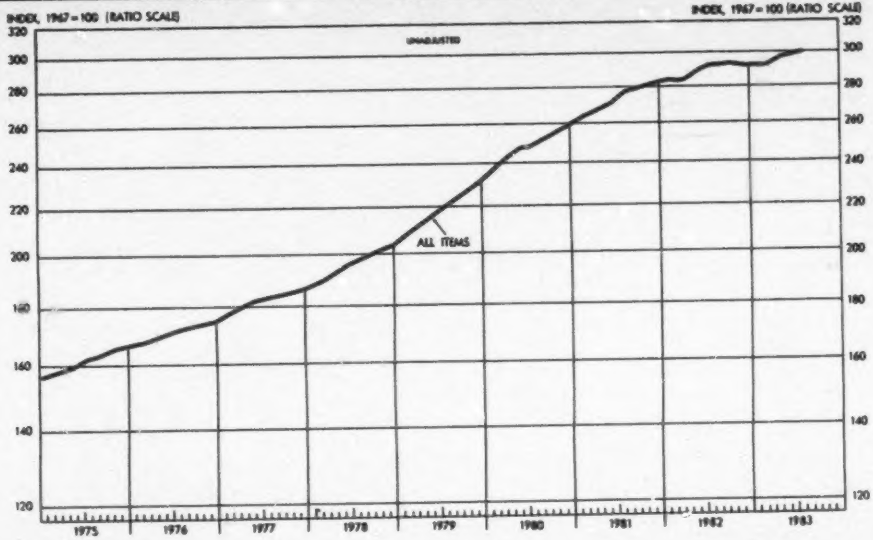
County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Lowndes	1,720	41,491	**Simpson**	480	11,546
			Smith	168	6,174
Madison	1,035	31,020	**Stone**	204	4,629
Marion	690	15,581	**Sunflower**	852	50,540
Marshall	382	8,827			
Monroe	804	21,496	**Tallahatchie**	217	5,060
Montgomery	255	5,906	**Tate**	370	8,860
			Tippah	385	15,687
Neshoba	483	11,643	**Tishomingo**	304	7,967
Newton	356	9,204	**Tunica**	174	3,757
Noxubee	179	3,450			
			Union	380	12,377
Oktibbeha	715	17,295			
			Walthall	218	5,183
Panola	630	14,969	**Warren**	1,448	33,859
Pearl River	695	16,281	**Washington**	1,881	47,841
Perry	347	17,142	**Wayne**	421	9,467
Pike	1,084	24,147	**Webster**	143	3,299
Pontotoc	288	7,054	**Wilkinson**	195	4,864
Prentiss	391	10,163	**Winston**	347	8,220
Quitman	224	6,159	**Yalobusha**	196	4,280
			Yazoo	662	17,294
Rankin	1,906	55,534			
Scott	537	12,803	**State Total**	67,814	1,826,752
Sharkey	154	3,547			

NEW AND EXPANDED INDUSTRY

Town Firm Product	No. of Employees
NEW	
Baldwyn **Liberty Diversified Industries, Inc.** Plastic Products	150
Iuka (Yellow Creek Port) **Oklahoma Pipe Threading** Oil Field Pipe Threading	20
Noxapater **Slate Springs Glove Co.** Gloves	150
Plantersville **Lee Sportswear, Inc.** Men's Active Wear	172
Ripley **Cubicon Corp.** Geometric Displays	25
EXPANDED	
Baldwyn **Bio-Clinic** Surgical Soft Goods	40

Consumer Prices, August, 1983

In August, the consumer price index for all urban consumers rose 0.4 percent seasonally adjusted (0.3 percent not seasonally adjusted). The index was 2.6 percent above its level in August 1982.



SEE NOTE ON TABLE BELOW
SOURCE: DEPARTMENT OF LABOR

COUNCIL OF ECONOMIC ADVISERS

[1967=100, except as noted; monthly data seasonally adjusted, except as noted]

Period	All items[1] NSA	Food	Housing						Apparel and upkeep	Transportation			Medical care	Energy[4]	All items less food, energy, and shelter
			Total[1]	Shelter				Fuel and other utilities		Total[1]	New cars	Motor fuel[3]			
				Total	Renters' costs[2]	Homeowners' costs[2] NSA	Maintenance and repairs NSA								
Rel. imp.[5]	*100.0*	*19.0*	*37.7*	*21.3*	*6.9*	*13.9*	*0.5*	*8.4*	*5.2*	*21.8*	*3.5*	*6.2*	*6.0*	*12.4*	*47.3*
1975	161.2	175.4	164.5	169.7	....	....	187.6	167.8	142.3	150.6	127.6	170.8	168.6	176.6	149.4
1976	170.5	180.8	174.6	179.0	....	....	199.6	182.7	147.6	165.5	135.7	177.9	184.7	189.3	159.9
1977	181.5	192.2	186.5	191.1	....	....	214.7	202.2	154.2	177.2	142.9	188.2	202.4	207.3	169.5
1978	195.4	211.4	202.8	210.4	....	....	233.0	216.0	159.6	185.5	153.8	196.3	219.4	220.4	179.1
1979	217.4	234.5	227.6	239.7	....	....	256.4	239.3	166.6	212.0	166.0	265.6	239.7	275.9	191.5
1980	246.8	254.6	263.3	281.7	....	....	285.7	278.6	178.4	249.7	179.3	369.1	265.9	361.1	208.3
1981	272.4	274.6	293.5	314.7	....	....	314.4	319.2	186.9	280.0	190.2	410.9	294.5	410.0	228.1
1982	289.1	285.7	314.7	337.0	....	....	334.1	350.8	191.8	291.5	197.6	389.4	328.7	416.1	245.6
1982: Aug	292.8	286.9	319.7	344.0	....	....	335.9	353.1	192.7	295.3	199.2	395.9	333.4	418.9	247.7
Sept	293.3	287.5	319.3	342.3	....	....	338.4	357.5	192.8	295.6	199.6	396.0	336.3	421.0	248.7
Oct	294.1	288.1	320.5	342.6	....	....	339.4	362.7	193.3	296.4	199.2	395.4	338.7	426.6	250.1
Nov	293.6	288.2	319.9	340.7	....	....	339.0	367.1	193.2	296.0	198.7	394.2	341.8	430.2	250.7
Dec	292.4	288.1	317.4	336.0	100.2	100.0	337.8	369.6	192.7	295.8	199.3	391.2	344.4	431.3	251.9
1983: Jan	293.1	288.3	318.9	338.3	100.8	100.7	342.9	368.9	193.2	293.9	199.4	378.3	347.2	[6] 420.5	253.1
Feb	293.2	288.3	318.9	339.1	101.1	100.9	339.4	366.9	194.2	289.1	201.1	353.0	350.1	404.9	254.2
Mar	293.4	290.1	318.7	339.2	101.3	100.9	339.9	365.1	194.1	289.0	202.6	349.5	351.7	401.3	254.9
Apr	295.5	291.3	320.4	341.6	101.7	101.7	343.6	365.8	194.5	292.1	201.3	363.2	353.3	409.3	255.5
May	297.1	292.2	321.5	342.7	102.2	102.0	344.3	368.8	195.8	295.8	200.6	378.1	354.8	419.5	256.1
June	298.1	291.3	322.1	343.6	102.5	102.2	345.1	368.9	196.5	297.1	200.8	380.9	356.4	420.9	257.0
July	299.3	291.0	323.4	345.3	103.1	102.7	346.1	370.1	197.7	298.6	200.8	382.5	358.4	422.3	258.5
Aug	300.3	291.6	324.2	346.6	103.6	103.0	347.9	371.1	198.4	301.6	202.5	387.1	360.3	425.4	259.7

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[1] Includes items not shown separately.
[2] December 1982=100.
[3] Includes direct pricing of diesel and gasohol beginning September 1981.
[4] Fuel oil, coal, and bottled gas; gas (piped) and electricity; and motor fuel, motor oil, coolant, etc.
[5] Relative importance, December 1982.
[6] Energy excludes motor oil, coolant, etc. beginning January 1983.

NOTE.—NSA indicates data are not seasonally adjusted.

Data beginning 1978 are for all urban consumers; earlier data are for urban wage earners and clerical workers.

Data beginning 1983 incorporate a rental equivalence measure for homeownership costs.

Source: Department of Labor, Bureau of Labor Statistics.

GENERAL FUND
Comparing July 1, 1983-August 31, 1983

	August 1983	August 1983
Sales Tax	$40,645,385(1)	$40,709,516
Use & Wholesale Compensating Tax	7,019,028 (2)	6,607,138
Individual Income Tax	17,927,680	18,673,646
Corporate Tax	3.476,121	3,784,546
Tobacco Tax	2,536,778	2,614,026
ABC Division	1,949,192	1,905,293
Beer & Wine Tax	2,195,691	2,137,350
Oil Severance Tax	3.419,048	4,285,614
Estate Tax	472,118	547,782
Statewide Privilege Tax	2,063	36,675
Installment Loan Tax	575	14,846
Gas Severance Tax	2,717,355	2,612,469
Insurance Premium Tax	9,366,608	—
Auto Tag Fees	293,773	281,389
Auto Privilege Tax	161,921	106,086
Title Fees	101,217	92,624
Petroleum Tax	434,343	435,368
Admission Tax	54,900	33,792
Timber Severance Tax	—	42,291
Slot Vending Tax	4,437	1,309
Pulpwood Scaling Fees	10,408	—
Fire Marshal Fees	25,780	—
Freeport Warehouse Tax	—	20
Aircraft Registration Fees	305	—
Int. on Direct Deposits	43,391	—
Tax Commission Transfer to Gen. Fund	$92,858,297	$84,921,780
Tax Comm. Special Fund Transfers	39,232,180	32,396,048
Tax Commission Total Transfers	$132,090,477	$117,317,828

(1) 2% Discount allowed and not included-$583,383

(2) 2% Discount allowed and not included-$ 57,516

Tax Commission Cash Balance July 31, 1983-$19,640,261

Tax Commission Cash Balance July 31, 1982-$34,384,446

COLLECTIONS
With July 1, 1982-August 31, 1982

7/1/83 to 8/31/83	7/1/82 to 8/31/82	Increase or Decrease over Prior Year	
		Amount	Percent
$81,224,993 (1)	$83,412,288	$(2,187,295)	(2.62)
15,621,559 (2)	16,955,028	(1,333,469)	(7.86)
39,296,563	35,632,453	3,664,100	10.28
6.008,034	7,118,882	(1,110,848)	(15.60)
4,878,975	5,236,546	(357,571)	(6.83)
4,870,253	4,350,750	519,503	11.94
4,251,594	3,956,727	294,867	7.45
7,730,834	8,563,121	(832,287)	(9.72)
1,085,700	1,492,556	(406,856)	(27.26)
3,975	59,100	(55,125)	(93.27)
359,402	391,280	(31,878)	(8.15)
6,385,657	6,995,146	(609,489)	(8.71)
10,866,608	——	10,866,608	——
622,636	351,723	270,913	77.02
407,166	285,377	121,789	42.68
209,958	195,710	14,248	7.28
827,509	840,815	(13,306)	(1.58)
71,762	53,997	17,765	32.90
43,569	82,715	(39,146)	(47.33)
7,236	9,213	(1,977)	(21.46)
20,169	——	20,169	——
26,539	——	26,539	——
——	20	(20)	——
473	-0-	473	——
93,254	-0-	93,254	——
$184,914,418	$175,983,448	$8,930,970	5.07
89,399,970	80,432,215	8,967,755	11.15
$274,314,388	$256,415,663	$17,898,725	6.98

(1) 2% Discount allowed and not included-$583,383

(2) 2% Discount allowed and not included-$ 57,516

SOURCE: Mississippi State Tax Commission

Financial Transactions, Regional and United States, from Banks and S & L's, August, 1983

$millions	AUG. 1983	JUL. 1983	AUG. 1982	ANN. % CHG.		AUG. 1983	JUL. 1983	AUG. 1982	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,278,512	1,283,[illegible]	1,163,103	+ 10	Savings & Loans				
Demand	302,351	324,[illegible]	286,095	+ 6	Total Deposits	603,973	599,609	534,363	+ 13
NOW	89,674	81,761	58,171	+ 39	NOW	17,634	17,897	10,519	+ 68
Savings	344,075	344,649	150,116	+129	Savings	186,131	189,165	91,963	+102
Time	584,242	580,314	695,861	− 16	Time	403,469	396,803	432,761	− 7
Credit Union Deposits	61,029	61,395	49,479	+ 23		JUN	MAY	JUN	
Share Drafts	5,448	5,535	3,324	+ 64	Mortgages Outstanding	471,853	470,999	512,399	− 8
Savings & Time	49,885	49,847	42,093	+ 19	Mortgage Commitments	30,576	30,060	16,839	+ 82
SOUTHEAST									
Commercial Bank Deposits	144,684	144,736	124,861	+ 16	Savings & Loans				
Demand	35,375	37,317	33,180	+ 7	Total Deposits	87,573	87,383	78,882	+ 11
NOW	10,313	10,441	7,536	+ 37	NOW	2,969	3,031	1,696	+ 75
Savings	38,024	38,019	14,673	+159	Savings	24,367	24,833	11,558	+111
Time	64,329	63,480	72,160	− 11	Time	61,064	60,453	65,727	− 7
Credit Union Deposits	5,859	5,875	4,634	+ 26		JUN	MAY	JUN	
Share Drafts	480	485	330	+ 45	Mortgages Outstanding	66,196	66,004	69,890	− 5
Savings & Time	4,982	4,974	3,880	+ 28	Mortgage Commitments	4,598	4,327	3,357	+ 37
ALABAMA									
Commercial Bank Deposits	15,164	15,284	13,953	+ 9	Savings & Loans				
Demand	3,690	3,897	3,439	+ 7	Total Deposits	5,080	5,054	4,517	+ 12
NOW	915	922	653	+ 40	NOW	138	140	89	+ 55
Savings	3,152	3,194	1,557	+102	Savings	888	894	546	+ 62
Time	7,898	7,896	8,715	− 9	Time	4,119	4,086	3,908	+ 5
Credit Union Deposits	904	911	815	+ 11		JUN	MAY	JUN	
Share Drafts	84	85	64	+ 31	Mortgages Outstanding	3,657	3,627	3,946	− 7
Savings & Time	775	774	654	+ 19	Mortgage Commitments	205	178	78	+163
FLORIDA									
Commercial Bank Deposits	50,358	50,393	40,642	+ 24	Savings & Loans				
Demand	12,459	13,309	11,605	+ 7	Total Deposits	54,540	54,403	47,681	+ 14
NOW	4,304	4,411	3,268	+ 32	NOW	2,076	2,138	1,155	+ 80
Savings	17,279	17,195	6,180	+180	Savings	16,728	17,068	7,693	+117
Time	17,243	16,795	20,293	− 15	Time	36,178	35,709	38,783	− 7
Credit Union Deposits	2,547	2,570	2,116	+ 20		JUN	MAY	JUN	
Share Drafts	240	245	183	+ 31	Mortgages Outstanding	39,068	38,944	41,364	− 6
Savings & Time	1,997	1,994	1,647	+ 21	Mortgage Commitments	3,241	3,079	2,519	+ 29
GEORGIA									
Commercial Bank Deposits	20,797	20,710	17,400	+ 20	Savings & Loans				
Demand	6,779	7,080	5,911	+ 15	Total Deposits	9,756	9,718	9,898	− 1
NOW	1,366	1,382	1,089	+ 25	NOW	298	291	190	+ 57
Savings	4,684	4,668	1,635	+186	Savings	2,223	2,241	1,190	+ 87
Time	9,016	8,844	9,623	− 6	Time	7,399	7,363	8,599	− 14
Credit Union Deposits	1,329	1,334	853	+ 58		JUN	MAY	JUN	
Share Drafts	70	68	32	+119	Mortgages Outstanding	8,144	8,137	9,062	− 10
Savings & Time	1,192	1,196	773	+ 54	Mortgage Commitments	455	366	171	+166
LOUISIANA									
Commercial Bank Deposits	24,946	24,986	22,758	+ 10	Savings & Loans				
Demand	5,840	6,025	5,876	− 1	Total Deposits	8,389	8,407	7,893	+ 6
NOW	1,369	1,378	1,036	+ 32	NOW	173	178	111	+ 56
Savings	5,355	5,307	2,448	+119	Savings	2,411	2,453	1,223	+ 97
Time	12,887	12,877	13,888	− 7	Time	5,893	5,864	6,585	− 11
Credit Union Deposits	196	192	126	+ 56		JUN	MAY	JUN	
Share Drafts	23	22	10	+130	Mortgages Outstanding	7,529	7,494	7,246	+ 4
Savings & Time	491	189	116	+ 65	Mortgage Commitments	462	465	269	+ 72
MISSISSIPPI									
Commercial Bank Deposits	11,509	11,497	10,372	+ 11	Savings & Loans				
Demand	2,394	2,481	2,205	+ 9	Total Deposits	2,402	2,423	2,436	− 1
NOW	793	784	571	+ 39	NOW	85	88	53	+ 60
Savings	2,450	2,459	733	+234	Savings	494	510	228	+117
Time	6,152	6,128	6,993	− 12	Time	1,852	1,862	2,168	− 15
Credit Union Deposits	N.A.	N.A.	N.A.			JUN	MAY	JUN	
Share Drafts	N.A.	N.A.	N.A.		Mortgages Outstanding	1,997	1,987	2,187	− 9
Savings & Time	N.A.	N.A.	N.A.		Mortgage Commitments	40	42	17	+135
TENNESSEE									
Commercial Bank Deposits	21,910	21,868	19,736	+ 11	Savings & Loans				
Demand	4,213	4,525	4,144	+ 2	Total Deposits	7,406	7,378	6,457	+ 15
NOW	1,566	1,564	919	+ 70	NOW	199	196	98	+103
Savings	5,104	5,196	2,120	+141	Savings	1,625	1,667	678	+140
Time	11,133	10,940	12,648	− 12	Time	5,623	5,569	5,684	− 1
Credit Union Deposits	883	868	724	+ 22		JUN	MAY	JUN	
Share Drafts	63	65	41	+ 54	Mortgages Outstanding	5,801	5,815	6,083	− 5
Savings & Time	827	821	690	+ 20	Mortgage Commitments	195	197	303	− 36

Note: All deposit data are extracted from the Federal Reserve Report of Transaction Accounts, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts elimates interbank deposits by reporting the net of deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash items in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represents the total of the six states. Subcategories were chosen on a selective basis and do not add to total. N.A. = fewer than four institutions reporting.

SOURCE: Federal Reserve Bank of Atlanta, **Southeastern Economic Insight**, Volume 3, Number 17.

Food Stamp Participation By County, August, 1983

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $134.13)	Number of Persons[3] (Average Allotment $42.92)	Coupon Value[4] (Average Per Meal $.47)
Adams	2,930	8,504	377,470
Alcorn	2,110	5,428	222,136
Amite	921	3,264	122,278
Attala	1,697	5,244	205,851
Benton	773	2,769	108,149
Bolivar, E	3,110	11,602	480,742
Bolivar, W	1,035	4,443	176,016
Calhoun	963	2,703	100,537
Carroll	791	2,411	86,845
Chickasaw, E	364	1,028	35,333
Chickasaw, W	686	1,990	71,242
Choctaw	734	2,105	84,974
Claiborne	1,234	3,970	178,229
Clark	1,231	3,432	136,243
Clay	1,569	5,081	216,299
Coahoma	3,747	13,627	568,019
Copiah	1,891	5,928	254,460
Covington	1,272	4,161	167,257
DeSoto	2,023	7,062	279,126
Forrest	4,236	11,809	533,298
Franklin	886	2,493	105,917
George	1,211	3,779	166,529
Greene	998	3,103	136,789
Grenada	1,223	3,902	158,825
Hancock	1,758	5,055	227,106
Harrison	5,899	18,459	829,216
Hinds	14,285	44,071	2,002,488
Holmes	3,396	11,385	498,005
Humphreys	1,093	4,280	176,096
Issaquena	245	925	33,526
Itawamba	827	2,135	77,499
Jackson	5,513	18,200	882,776
Jasper	1,203	3,907	152,041
Jefferson	979	3,242	122,874
Jeff Davis	1,282	4,093	167,431
Jones	2,904	8,441	334,375
Kemper	741	2,494	91,376
Lafayette	1,161	3,496	134,955
Lamar	1,608	4,703	204,956
Lauderdale	3,824	11,586	496,613
Lawrence	909	2,698	109,712
Leake	1,863	5,402	218,884
Lee	2,177	5,914	238,674
Leflore	3,228	11,653	468,307
Lincoln	2,128	6,457	272,869
Lowndes	*2,695*	*8,951*	*386,678*
Madison	3,596	12,750	545,419
Marion	1,693	5,448	223,462
Marshall	3,167	11,032	445,419
Monroe	1,817	5,605	231,391
Montgomery	1,353	3,832	150,134
Neshoba	1,572	4,614	175,884
Newton	1,194	3,410	127,958
Noxubee	1,594	5,473	222,766
Oktibbeha	2,003	6,207	272,208
Panola	2,494	9,309	365,690
Pearl River	1,937	5,661	254,760
Perry	1,042	2,951	124,494
Pike	2,561	7,826	349,895
Pontotoc	1,153	2,943	106,859
Prentiss	1,308	3,551	136,889
Quitman	1,307	5,002	193,842
Rankin	2,204	6,838	275,764
Scott	1,514	4,612	175,796
Sharkey	983	4,083	158,944
Simpson	1,402	4,198	165,963
Smith	787	2,349	85,343
Stone	713	2,370	100,930
Sunflower	2,624	10,911	446,973
Tallachatchie	1,828	7,163	279,123
Tate	1,535	4,873	190,486
Tippah	1,409	4,006	152,726
Tishomingo	1,016	2,481	97,085
Tunica	1,330	5,157	206,652
Union	1,174	3,237	118,337
Walthall	1,158	3,924	157,441
Warren	3,026	9,073	404,923
Washington	6,263	22,229	966,678
Wayne	1,852	5,634	238,393
Webster	707	1,855	75,521
Wilkinson	1,104	3,421	132,658
Winston	1,877	5,756	222,212
Yalobusha	999	2,852	112,082
Yazoo	2,728	9,186	383,434
State Total	165,377	529,207	22,182,635

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($42.92) by total number of average meals a month (90)

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	July 1983	June 1983	Annual % Change	July 1983	June 1983	July 1982	July 1983	June 1983	Annual % Change
ALABAMA	1,319.3	1,319.4	+ 0	13.0	12.8	15.3	116.6	123.6	+ 8
Birmingham	333.6	332.5	− 1	11.7	12.1	14.5	55.0	59.5	+ 4
Huntsville	131.1	131.0	+ 6	10.0	9.7	13.3	21.5	23.6	+ 8
Mobile	148.6	148.8	+ 2	14.1	14.3	14.7	23.6	24.6	+ 10
Montgomery	103.7	103.4	− 1	10.6	11.3	12.1	16.5	15.9	+ 21
FLORIDA	3,801.2	3,849.4	+ 3	8.2	8.8	7.5	2,083.3	2,142.1	− 9
Daytona Beach	83.8	85.0	0	6.3	7.6	5.2	22.3	21.5	+ 5
Ft. Lauderdale	357.8	360.4	+ 1	6.8	7.6	5.8	188.3	190.7	− 10
Jacksonville	310.0	313.0	+ 3	7.0	8.2	6.4	91.8	92.4	+ 2
Melbourne	144.3	113.7	+ 5	7.8	8.3	6.9	50.0	24.4	+ 138
Miami	726.6	734.2	+ 1	9.0	10.1	9.2	906.8	978.2	+ 1
Orlando	324.5	337.0	+ 5	6.9	7.1	6.1	340.9	331.1	+ 11
Sarasota	77.8	77.8	+ 4	5.4	6.5	6.1	47.8	49.7	+ 2
Tallahassee	74.1	75.2	+ 0	4.9	5.3	4.0	23.7	25.0	+ 10
Tampa-St. Pete	593.9	600.5	+ 2	6.8	7.6	6.5	294.2	316.3	− 48
West Palm Beach	219.7	225.1	+ 3	9.3	9.4	7.8	117.5	112.8	+ 21
GEORGIA	2,236.2	2,254.0	+ 1	7.3	7.2	7.9	1,641.8	1,676.7	+ 9
Atlanta	1,027.8	1,031.0	+ 2	6.0	6.2	6.3	1,584.7	1,617.4	+ 9
Augusta	122.0	122.7	− 1	9.2	8.9	8.8	14.0	13.7	+ 19
Columbus	81.3	80.3	+ 1	7.9	8.2	9.5	8.7	8.6	+ 10
Macon	98.8	99.4	0	7.8	7.7	7.0	5.0	5.1	+ 9
Savannah	87.2	88.0	0	8.8	8.2	7.8	29.3	31.9	+ 24
LOUISIANA	1,583.5	1,585.0	− 2	12.4	13.1	10.6	276.1	272.6	+ 1
Baton Rouge	205.6	205.4	+ 1	10.5	11.4	9.5	27.1	25.9	+ 16
New Orleans	505.9	504.9	− 2	10.8	11.5	9.6	249.0	246.7	0
MISSISSIPPI	783.0	790.3	− 1	13.4	13.8	11.5	37.5	39.2	+ 14
Biloxi-Gulfport	62.0	62.2	− 1	14.1	14.5	9.1	6.4	6.7	+ 7
Jackson	143.9	145.6	+ 1	8.7	9.3	8.0	31.1	32.5	+ 16
TENNESSEE	1,671.4	1,680.1	− 1	10.8	11.1	12.1	154.8	164.2	− 2
Chattanooga	160.1	163.7	− 2	9.2	9.3	10.4	18.3	19.4	+ 23
Knoxville	200.4	200.6	− 3	9.7	10.2	8.8	35.5	38.3	− 18
Nashville	362.6	363.4	0	7.8	8.1	8.9	101.0	106.5	+ 2

	NONRESIDENTIAL BUILDING PERMITS Millions $, $1-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	July 1983	June 1983	Annual % Change	July 1983	June 1983	Annual % Change	July 1983	June 1983	Annual % Change
ALABAMA	379.3	370.6	− 5	7,179	6,844	+ 81	6,448	5,615	+ 23
Birmingham	130.2	139.8	+ 4	1,561	1,488	+ 46	976	944	+ 27
Huntsville	50.3	49.0	+ 10	1,481	1,383	+ 174	2,134	1,582	+ 259
Mobile	52.9	46.0	+ 6	863	829	+ 93	821	843	− 31
Montgomery	29.8	28.9	− 21	-	-	-	-	-	-
FLORIDA	3,363.4	3,620.4	+ 11	84,785	80,305	+ 71	70,009	66,489	+ 33
Daytona Beach	79.3	76.0	+ 28	3,220	3,059	+ 67	1,038	972	+ 68
Ft. Lauderdale	346.9	350.8	+ 9	3,355	3,189	+ 93	7,909	7,453	+ 57
Jacksonville	317.0	331.3	+ 86	5,088	4,819	+ 94	3,936	3,890	+ 83
Melbourne	96.7	97.6	+ 18 .	3,450	3,221	+ 59	1,691	1,580	+ 17
Miami	519.2	510.3	− 3	4,278	3,667	+ 154	7,362	6,936	+ 42
Orlando	468.8	452.1	+ 8	10,515	9,937	+ 84	5,983	4,801	+ 66
Sarasota	79.1	82.7	+ 22	2,421	2.247	+ 65	1,809	1,947	+ 33
Tallahassee	27.6	27.5	− 17	1,809	1,775	+ 78	1.241	1,265	+ 75
Tampa-St. Pete	570.2	582.4	+ 24	13,685	12,989	+ 76	11,183	11,208	+ 54
West Palm Beach	306.7	305.3	− 7	7,749	7,262	− 1	7,250	6,728	+ 43
GEORGIA	1,124.6	1,082.9	+ 8	37,358	35,594	+ 79	21,157	20,008	+ 111
Atlanta	781.2	770.9	+ 12	25,125	23,635	+ 86	11,349	10,666	+ 95
Augusta	45.4	38.7	− 5	2,041	1,934	+ 135	973	1,221	+ 57
Columbus	31.1	30.4	− 13	511	484	+ 152	874	736	+ 344
Macon	34.6	31.5	− 23	-	-	-	-	-	-
Savannah	552.3	45.0	+ 2	-	-	-	-	-	-
LOUISIANA	1,148.3	1,336.0	+ 27	15,954	15,371	+ 74	12,460	12,833	+ 437
Baton Rouge	232.3	226.8	+ 106	3,536	3,333	+ 138	2,776	2,974	+ 57
New Orleans	428.8	413.2	+ 28	5,749	5,427	+ 98	4,941	5,121	+ 104
MISSISSIPPI	164.8	156.4	− 5	4,563	4,370	+ 64	3,104	2,869	+ 65
Biloxi-Gulfport	23.4	21.3	− 5	-	-	-	-	-	-
Jackson	38.4	37.4	− 39	671	591	+ 133	491	481	+ 248
TENNESSEE	730.4	713.3	+ 5	12,239	11,554	+ 99	12,031	8,592	+ 116
Chattanooga	63.1	58.5	− 32	955	925	+ 71	742	531	+ 45
Knoxville	125.8	113.5	+ 19	1,335	1,263	+ 43	712	633	− 60
Nashville	210.3	204.4	+ 16	3,556	3,334	+ 150	5,870	4,339	+ 374

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Reserve Bank of Atlanta, **Southeastern Economic Insight**, Volume 3, Number 18.

STATE ECONOMIC INDICATORS

Indicator	August 1983[1]	July 1983[2]	August 1982[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	928,500	932,800	936,900	—0.5	—0.8
Non-Ag Employment	776,800	783,000	781,100	—8.2	—4.3
Mining	10,900	11,000	11,900	—0.1	—1.0
Contract Construction	39,500	39,600	42,000	—0.1	—2.5
Manufacturing	205,400	202,900	203,200	2.5	2.2
Transportation and Public Utilities	38,600	38,600	39,600	—2.0	—3.0
Wholesale and Retail Trade	163,100	163,000	163,500	0.1	—0.4
Finance, Insurance and Real Estate	33,200	33,300	33,100	—0.1	0.1
Service	119,700	122,700	119,100	—3.0	0.6
Government	168,400	171,900	168,500	—3.5	—0.1
Unemployment Rate (Per Cent Labor Force)	12.3	12.3	11.6	——	——
Average Weekly Earnings in Manufacturing (Dollars)	270.14	266.26	250.38	1.5	7.9
Average Hourly Earnings in Manufacturing (Dollars)	6.67	6.69	6.42	—0.3	3.4
Average Weekly Hours in Manufacturing	40.5	39.8	39.0	1.8	3.8
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,534	2,535	2,457	—0—	3.1
Gasoline Delivered to Dealers (gals.)[6]	121,909	124,681	114,659	—2.2	6.3
BANKING AND FINANCE (000's)					
Loans of Savings and Loan Associations[7]	49,243	42,900	9,301	14.8	429.4
Construction Loans	7,889	10,100	92	—21.9	75.1
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	——	2,075,799	2,213,149	——	——
RETAIL SALES (000's)[9]	1,658,344	1,570,557	1,396,430	5.6	18.6

Indicator	May 1983	April 1983	May 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	80,595	92,892	96,437	—13.2	—16.4
Cash Receipts from Marketing Livestock	79,088	79,697	65,097	—0.8	21.5
Cash Receipts from Marketing Crops	1,507	13,195	31,340	—88.6	—95.2

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for April

[6] Mississippi Motor Vehicle Comptroller

[7] Federal Home Loan Bank of Dallas (Formerly of Little Rock)

[8] Mississippi Power Company, Mississippi Power and Light Company. *Tennessee Valley Authority figures not available this month.

[9] Mississippi Tax Commission

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month August	PerCent Month Ago	Change Year Ago	Current Month August	Month Ago	Year Ago
Aberdeen	47,825	2.9	—2.5	150,400	32,400	72,762
Baldwyn	24,441	—1.8	14.3	——	——	——
Batesville	65,993	7.9	14.1	——	——	——
Bay Springs	22,037	2.0	9.7	368,750	211,050	20,800
Bay St. Louis	43,805	3.8	9.8	——	——	——
Belmont	10,635	—7.5	7.6	——	——	——
Belzoni	31,646	4.1	7.7	32,600	39,400	30,500
Biloxi	332,184	3.6	5.3	3,258,349	4,514,617	1,174,963
Brandon	42,996	—5.0	5.6	——	——	——
Brookhaven	120,303	—3.4	9.3	181,400	820,220	106,500
Brooksville	3,523	24.1	21.0	——	——	——
Canton	64,820	—5.7	3.6	——	——	——
Carthage	44,599	3.4	7.7	125,368	75,804	—0—
Charleston	17,862	—2.0	5.6	——	——	——
Clarksdale	125,026	0.6	1.0	——	——	——
Cleveland	98,517	—5.2	1.1	——	——	——
Collins	28,074	—11.7	19.0	——	——	——
Columbia	98,264	2.7	—2.6	——	——	——
Columbus	248,914	4.9	14.0	1,477,770	1,114,318	404,155
Corinth	111,981	0.6	—6.5	349,888	1,226,850	196,630
Crystal Springs	28,949	17.2	12.5	30,000	1,850	53,000
Drew	10,018	—1.2	—2.4	3,000	—0—	20,000
Edwards	7,723	111.0	111.4	33,000	—0—	78,850
Ellisville	14,451	—4.0	—14.0	——	——	——
Eupora	16,138	—3.0	—0.6	——	——	——
Fayette	9,435	—3.7	—17.1	——	——	——
Forest	59,867	8.0	13.1	——	——	——
Greenville	258,928	7.0	7.1	——	——	——
Greenwood	178,005	19.4	22.4	4,906,000	287,500	176,200
Grenada	95,356	6.4	10.7	782,000	574,000	64,000
Gulfport	312,564	1.5	7.8	1,764,222	2,602,136	841,906
Hattiesburg	408,520	0.7	11.4	4,150,843	4,525,300	1,585,792
Hernando	26,928	7.0	0.2	——	——	——
Hollandale	13,681	0.8	3.6	——	——	——
Holly Springs	45,440	3.9	11.0	——	——	——
Houston	43,680	21.1	76.9	50,250	31,000	23,500
Indianola	66,484	6.8	3.2	——	——	——
Iuka	27,844	—1.9	—2.0	——	——	——
Jackson	1,570,945	5.1	6.8	7,456,349	7,551,835	6,419,784
Kosciusko	59,257	7.2	3.4	377,000	97,450	198,100
Laurel	290,904	6.1	2.9	419,315	721,321	769,527
Leland	23,801	22.3	15.7	87,400	7,500	93,700
Lexington	24,401	3.9	30.1	——	——	——
Louisville	52,619	1.5	6.3	205,154	128,125	103,930
Lucedale	28,866	6.2	19.6	30,000	—0—	123,200
Lumberton	9,721	15.7	36.7	——	——	——
Macon	18,443	4.8	8.9	——	——	——
Magee	49,151	5.8	13.5	——	——	——
Magonolia	8,380	17.3	17.9	42,000	65,460	16,000
Marks	18,417	22.0	10.0	——	——	——
McComb	135,914	—5.1	3.3	394,675	252,773	79,645
Meadville	6,941	6.3	38.6	——	——	——
Mendenhall	23,421	1.4	12.8	—0—	65,800	—0—
Meridian	402,185	3.4	16.6	5,141,734	2,322,269	524,979
Monticello	21,222	5.9	7.4	——	——	——
Morton	23,948	22.0	26.2	——	——	——
Moss Point	52,320	3.2	4.7	——	——	——
Natchez	234,628	2.0	10.7	375,743	607,143	111,350
New Albany	62,224	4.1	8.6	11,500	348,823	124,700
Newton	26,530	6.0	12.0	110,247	205,060	64,840
Ocean Springs	82,060	5.6	5.0	——	——	——
Okolona	15,783	5.8	2.0	5,500	89,500	1,065,341
Oxford	91,466	0.3	10.5	629,628	163,550	173,800
Pascagoula	199,873	0.3	—4.3	——	——	——
Pass Christian	16,206	5.6	—1.4	——	——	——
Philadelphia	70,523	6.8	15.3——	——	——	

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month August	PerCent Month Ago	Change Year Ago	Current Month August	Month Ago	Year Ago
Picayune	94,613	—19.9	9.4	——	——	——
Pontotoc	44,615	0.9	6.6	——	——	——
Poplarville	17,991	8.4	23.0	——	——	——
Port Gibson	16,477	4.7	0.2	——	——	——
Prentiss	24,011	15.1	9.8	5,000	121,000	121,500
Quitman	26,099	6.5	7.4	——	——	——
Raymond	4,117	—16.8	—7.4	——	——	——
Richton	10,601	5.3	12.7	——	——	——
Rosedale	8,481	22.0	13.5	——	——	——
Ruleville	13,507	12.1	—6.1	——	——	——
Sardis	20,195	12.2	1.4	8,000	13,000	7,000
Senatobia	51,587	6.4	11.1	90,700	62,950	—0—
Shelby	10,710	12.0	1.8	——	——	——
Starkville	106,761	6.0	17.2	782,000	935,773	178,507
Summit	11,037	5.7	5.0	——	——	——
Taylorsville	13,094	9.2	11.5	——	——	——
Tchula	5,039	9.1	3.2	——	——	——
Tunica	18,580	2.6	7.6	——	——	——
Tupelo	344,922	0.3	15.7	1,644,827	1,360,717	673,949
Union	16,512	14.4	24.0	——	——	——
Utica	9,968	10.0	10.4	——	——	——
Vicksburg	217,402	11.6	10.3	1,678,425	341,471	257,189
Walnut Grove	1,723	43.5	32.1	——	——	——
Water Valley	24,893	2.2	—0—	——	——	——
Waynesboro	57,855	2.5	—11.3	368,200	10,000	38,800
West Point	52,623	—6.5	0.1	123,500	363,060	75,000
Wiggins	24,619	—3.8	8.4	29,000	125,000	36,000
Winona	35,400	4.3	5.4	53,500	50,000	—0—
Yazoo City	70,283	10.0	5.6	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	August 1983	July 1983	August 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	159,400	160,000	161,500	—0.4	—1.3
Unemployed Persons	12,900	14,100	12,700	—8.5	1.6
Per Cent of Labor Force	8.1	8.8	7.9	——	——
Employed Persons	146,500	145,900	148,800	0.4	—1.5
Non-Ag Wage & Salaries	124,700	124,200	127,200	0.4	—2.0
Manufacturing	20,100	19,960	19,700	1.0	2.0
CITY SALES TAX COLLECTIONS	1,635,749	1,557,716	1,528,219	5.0	7.0

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	August 1983	July 1983	August 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	70,570	72,320	70,150	—2.4	0.6
Unemployed Persons	8,720	10,060	6,830	—13.3	27.7
Per Cent of Labor Force	12.5	13.9	9.7	——	——
Employed Persons	61,850	62,260	63,320	—0.7	—2.3
Non-Ag Wage & Salaries	51,720	52,090	53,240	—0.7	—2.9
Manufacturing	9,630	9,670	9,570	—0.4	0.6
CITY SALES TAX COLLECTIONS	660,956	644,020	622,017	2.6	6.3

Estimated Effective Buying Income for Designated Counties, 1981 and 1982

(Thousands of Dollars)

SOURCE: Sales Management and Marketing. Computations by the Division of Business Research, Mississippi State University.

County	1981	% of State	% of Change	1982	% of State	% of Change
Adams	237,461	1.56	9.84	261,001	1.52	9.90
Alcorn	231,318	1.51	8.38	232,147	1.35	0.36
Amite	60,863	0.40	4.53	84,882	0.50	39.50
Attala	72,978	0.48	2.00	100,416	0.60	37.60
Benton	36,026	0.24	0.96	40,934	0.23	13.62
Bolivar	209,178	1.37	2.27	220,300	1.30	5.32
Calhoun	81,629	0.53	3.16	85,371	0.50	4.60
Carroll	43,669	0.29	8.75	49,725	0.30	13.82
Chickasaw	95,698	0.63	3.53	93,872	0.55	—1.91
Choctaw	35,543	0.23	1.58	47,165	0.30	32.70
Claiborne	67,356	0.44	11.95	76,951	0.45	14.24
Clarke	92,441	0.61	6.05	109,135	0.63	18.06
Clay	135,777	0.89	4.46	136,966	0.80	0.88
Coahoma	160,038	1.05	0.94	178,690	1.04	11.65
Copiah	125,277	0.82	2.52	153,979	0.90	22.91
Covington	72,962	0.48	8.78	97,534	0.57	33.68
DeSoto	362,988	2.38	10.98	436,054	2.53	20.14
Forrest	428,428	2.81	6.77	480,186	2.80	12.10
Franklin	39,094	0.26	4.28	49,910	0.30	27.67
George	79,993	0.52	3.34	109,948	0.64	37.45
Greene	31,493	0.21	2.08	50,471	0.30	60.26
Grenada	121,182	0.79	2.54	127,012	0.74	4.81
Hancock	130,287	0.85	9.95	191,882	1.12	47.28
Harrison	1,103,332	7.23	6.41	1,287,233	7.50	16.67
Hinds	2,116,467	13.86	8.70	2,202,575	12.81	4.07
Holmes	86,174	0.56	8.92	81,955	0.50	—4.90
Humphreys	59,800	0.39	7.84	49,902	0.30	—16.55
Issaquena	13,077	0.09	4.11	10,501	0.06	—19.70
Itawamba	98,116	0.64	8.64	124,872	0.73	27.27
Jackson	1,026,037	6.72	5.00	1,057,989	6.15	3.11
Jasper	77,122	0.51	11.05	93,661	0.54	21.45
Jefferson	35,350	0.23	3.47	42,236	0.25	19.48
Jeff Davis	59,929	0.39	7.34	82,359	0.48	37.43
Jones	432,274	2.83	8.86	463,500	2.70	7.22
Kemper	37,684	0.25	4.72	47,137	0.30	25.09
Lafayette	195,303	1.28	12.30	227,014	1.32	16.24
Lamar	133,807	0.88	8.97	187,080	1.09	39.81
Lauderdale	516,882	3.38	6.59	583,394	3.40	12.87
Lawrence	62,087	0.41	2.05	88,931	0.52	43.24
Leake	80,585	0.53	5.62	96,767	0.56	20.08
Lee	442,332	2.90	8.78	418,536	2.43	—5.40
Leflore	203,027	1.33	3.60	224,999	1.31	10.82
Lincoln	167,483	1.10	10.30	193,201	1.12	15.36
Lowndes	419,785	2.75	10.87	393,306	2.29	—6.31
Madison	208,483	1.37	9.75	295,119	1.72	41.56
Marion	122,166	0.80	7.18	188,196	1.10	54.05
Marshall	135,475	0.89	7.74	147,416	0.86	8.81
Monroe	214,859	1.41	7.94	214,459	1.25	—0.19
Montgomery	55,661	0.36	6.30	68,020	0.40	22.20
Neshoba	127,246	0.83	3.40	145,937	0.85	14.69
Newton	109,057	0.71	4.13	120,879	0.70	10.84
Noxubee	53,928	0.35	1.47	51,902	0.30	—3.76
Oktibbeha	217,738	1.43	10.56	258,882	1.51	18.90
Panola	127,831	0.84	6.45	134,417	0.78	5.15
Pearl River	189,738	1.24	10.19	245,356	1.43	29.31
Perry	52,049	0.34	5.72	66,301	0.39	27.38
Pike	186,228	1.22	5.46	242,090	1.41	30.00
Pontotoc	102,544	0.67	7.15	117,396	0.68	14.48
Prentiss	115,630	0.76	3.21	145,027	0.84	25.42
Quitman	42,175	0.28	2.96	41,133	0.24	—2.47
Rankin	463,535	3.04	10.89	674,854	3.92	45.59
Scott	119,252	0.78	11.48	141,621	0.82	18.76
Sharkey	33,997	0.22	3.75	34,334	0.20	1.00
Simpson	127,426	0.83	2.42	151,354	0.88	18.78
Smith	79,312	0.52	6.67	91,365	0.53	15.20
Stone	48,811	0.32	4.22	65,344	0.38	33.87
Sunflower	136,435	0.89	4.34	144,261	0.84	5.74
Tallahatchie	72,288	0.47	2.95	67,403	0.39	—6.76
Tate	113,379	0.74	10.76	103,889	0.60	—8.37
Tippah	93,501	0.61	7.80	100,637	0.59	7.63
Tishomingo	102,641	0.67	12.35	114,204	0.66	11.27
Tunica	35,492	0.23	1.56	30,636	0.18	—13.68
Union	138,187	0.90	5.24	133,699	0.78	—3.25
Walthall	61,790	0.40	10.26	88,162	0.51	42.68
Warren	336,151	2.20	6.34	437,689	2.54	30.21
Washington	430,483	2.82	4.89	408,874	2.38	—5.02
Wayne	86,181	0.56	2.50	119,153	0.69	38.26
Webster	52,998	0.35	5.50	55,596	0.32	4.90
Wilkinson	43,391	0.28	8.94	54,495	0.32	25.60
Winston	91,461	0.60	1.06	112,011	0.65	22.47
Yalobusha	71,775	0.47	11.12	72,964	0.42	1.67
Yazoo	152,682	1.00	9.24	143,401	0.83	—6.10
State Total	15,270,308		7.13	17,200,155		12.64

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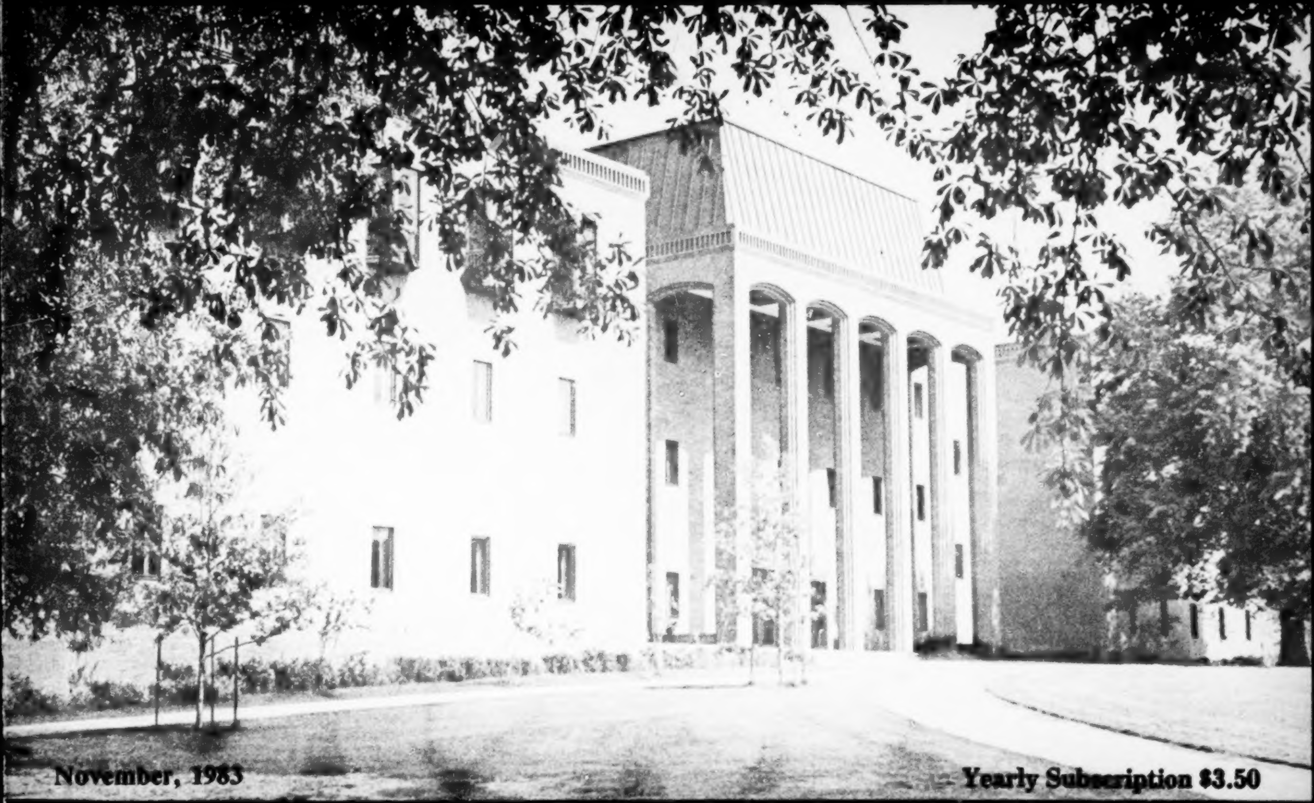
MISSISSIPPI BUSINESS REVIEW



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Avoiding Contract Difficulties in Doing Business with Minor Customers and Clients

by

Dr. Robert J. Walter

The law protecting minors in the making of contracts is, with good reason, often very vaguely understood by business people. The aim of this article is to provide some practical knowledge for the businessperson concerning contracts entered into with minors.

A MINOR'S SPECIAL CONTRACT RIGHT

Despite the enormous volume of new legislation and regulation issuing from Washington and the States much of the more significant legislation affecting business has been around for many years. It is so with this area of the law. Rooted in the common law tradition is the idea that minors require a special protection from the law when they enter into contracts with adults. The minor is viewed by the law as lacking in capacity to enter into a contract. Often the issue of the minor's capacity to enter into a contract arises in connection with the sale of an automobile, motorcycle or other consumer product frequently purchased by minors. However, it is certainly not limited to such transactions.

This lack of capacity on the part of the minor gives rise to what is called the right of disaffirmance. In the legal terminology the minor's contract is voidable, that is, he cannot be held to the contract terms if he seeks to avoid them. The adult, on the other hand, has no such corresponding right of disaffirmance.

Two conflicting principles are then created. The law is concerned with the protection of the minor against the consequences of his own business inexperience while also being concerned with preventing undue hardship on the adult who has entered into a business transaction with a minor. It is this conflict that over many years has resulted in legislation and court cases that make the law in the area confusing. To sort these cases out and acquire a useable understanding of them requires an understanding of a minor's right to disaffirm, how the type of contract affects that right and the liability of the minor on disaffirmance.

MINORS' CONTRACT PROBLEMS OCCUR IN A VARIETY OF SITUATIONS

Parrent v. Midway Toyota, 626 P. 2d 848 (Mont. 1981). In a case re-opening a compromise settlement entered into by a minor in a Worker's Compensation case the court re-affirmed the policy of discouraging adults from entering into contracts with minors.

Warner V. Ward, 401 S.W. 2d 62 (Ky. 1966). In this adoption case an unwed mother signed a consent to adoption form. Less than one year later she sought to withdraw her consent. The court permitted her to do so citing the traditional principle that an infant may avoid his commitments.

The minor's right to disaffirm is not one which encompasses all contracts. Many states have seen fit to remove certain types of contracts from the minor's usual right of disaffirmance. Commonly, purchase and rental of real estate as a home by married minors and hospital and medical care for married minors are not subject to the minor's usual right of disaffirmance.

STATUTORY LIMITS ON THE RIGHT TO DISAFFIRM

New York attempts to provide a degree of certainty for those contracting wtih minors in the entertainment industry. With court approval of the contract, a minor may not disaffirm a contract under which he is to perform services in the performing arts or professional sports. **New York General Obligations Law,** Section 3-105.

Montana provides that minors shall have full legal capacity to borrow money to defray the expenses of schooling beyond high school. **Montana Code Annotated,** Section 41-1-303.

Other states have excepted certain transactions from the minor's right of disaffirmance through decisions of their state courts. The major area so excepted involves contracts for the essentials of modern living. The courts have labelled these "necessaries." Some states expressly provide that a minor cannot disaffirm a contract for necessaries.

In any event, a minor loses his right to disaffirm a contract, when, upon reaching the age of majority, he ratifies the contract. In many states, ratification can be shown by an act, such as continuing to make payments on a credit purchase or retention of the item purchased after reaching the age of majority. The age of majority, often 18 years of age, is determined by state legislation. There is a lack of uniformity among the states as to when a person reaches the age of majority and as to what constitutes a ratification.

RATIFICATION

Ray V. Acme Finance Corporation, 367 So. 2d 186 (Miss. 1979). A minor was 20 years of age when he entered into a contract as maker of a promissory note. Even though he had made several payments after achieving his age of majority, the minor was allowed to disaffirm the contract on the grounds state law provided for ratification only through a writing and there was no proof of such a writing.

Surprisingly, a minor may disaffirm a contract even where that contract was entered into on behalf of the minor by a parent or guardian. A parent or guardian may disaffirm a contract entered into by a minor child.

DISAFFIRMANCE BY OTHER THAN THE CONTRACTING PARTY

Shields v. Gross, 451 N.Y.S. 2d 419 (Sup. Ct., App. Div., 1982). An internationally known model and actress had been the subject of a series of photographs unclothed in a bathtub when she was 10. The minor's mother and professional manager had signed broad consent forms granting an unrestricted right to use the photographs. At age 16 the minor actress sought to disaffirm her parent's consent. The court permitted her to disaffirm the contract.

Boudreaux V. State Farm Mut. Auto. Ins. Co., 385 So. 2d 480 (La. 1980). The father of a minor son who had purchased an automobile had the authority to annul the contract on behalf of his minor son.

Generally, special form is required to disaffirm a contract. The minor is free to disaffirm at any time before he reaches his age of majority or within a reasonable time after he reaches his age of majority. Various courts have interpreted a reasonable time to be anything from a few months to many years depending upon the particular facts of a given case.

CIRCUMSTANCES AFFECTING THE RIGHT TO DISAFFIRM

If the particular product or service purchased is subject to the minor's right to disaffirm, the question then arises is the item a necessity or not? Most states maintain this distinction allowing minors to disaffirm either type of contract but requiring the minor to pay the reasonable value of any necessaries which he purchases. Exactly what the liability of the minor is in such situations and what are necessities has given rise to numerous cases in those states maintaining that distinction. Necessaries are commonly held to include food, shelter, clothing and medical care. However, necessaries are not limited to these items and the concept of necessaries may vary depending on the particular minor's age, background and marital status.

NECESSARIES

Phillips V. Nationwide Mut. Ins. Co., 347 So. 2d 465 (Fla. 1977). A contingent fee contract to employ an attorney on behalf of a minor was held to constitute a necessary.

Valencia V. White, 654 P. 2d 287 (Ariz. 1982). A contract for repair of a truck used in the minor's trucking business was not a contract for a necessity. The court so held where the minor was provided board, room, clothing, medical needs and education and it was not necessary that he engage in business.

There is, then, no hard and fast rule for determining what is and is not necessary. Whether the contract involves a necessity is ultimately a question of fact to be resolved by the court.

Should the contract involve a necessary, most states hold the minor liable for the reasonable value of the product or service. In that limited way, adults are encouraged to enter into "fair" contracts with minors and thereby insure that necessities are available to minors despite their inability to enter into binding agreements.

A few states do not use the necessaries versus non-necessaries distinction but instead hold a minor liable for the benefit received whether the benefit is described as a necessary or not. This "benefit rule" places its emphasis on the advantage received by the minor rather than the characteristics of the good or service involved.

LIABILITY ON DISAFFIRMANCE

Once a minor has elected to disaffirm a contract a number of problems occur concerning the rights and responsibilities of the parties relative to the product, service and/or money exchanged. Clear-cut, always certain rules are almost impossible to come by in this area. At least a few general principles can offer some clues as to what a court in a given situation would be likely to do.

First, the right of a minor to disaffirm a contract does not depend upon his ability to return the particular property involved. The right of disaffirmance is present even where a return of the property is impossible. On the other hand, the disaffirming minor is entitled to recover whatever price he has conferred on the other party to the transaction. In return, the minor is, at the time he disaffirms, expected to restore whatever remains in his possession of the item purchased. That is the general scheme of things. It has its rationale in the idea that a minor who disaffirms a purchase and recovers his purchase price should not also be permitted to profit by keeping the item purchased.

Problems concerning a disaffirming minor's liability occur in several situations. What if the minor no longer possesses the particular property involved in the transaction but does have the proceeds from a sale or exchange of the item? What if receipt of a service was involved rendering a return in kind impossible? What if the property involved was a good and that good remains in the minor's hands but has depreciated in value? What, if any, is the minor's liability under these circumstances? In responding to such situations the states have shown considerable variation. Most have followed the idea that a minor is not liable to return the equivalent of the property. A minority of states have applied a return to the status quo approach to such situations requiring the minor to restore the other party to the status quo to the extent of the benefits the minor has received.

WHEN RESTITUTION IS REQUIRED

Boyce V. Doyle, 273 A. 2d 408 (N.J. 1971). A minor, Boyce, was injured in a motorcycle accident. He executed a release in return for a payment of $450 and later sought to disaffirm the release. Although the $450 could not be directly traced the court required Boyce to restore the status quo even though it meant a return of the proceeds or other value.

Terrance Company V. Calhoun, 347 N.E. 2d 315 (Ill. 1976). Upon disaffirmance, the minor was not required to make restitution where he had signed a promissory note as payment for a funeral service conducted in the burial of the minor's father. The funeral service was as an intangible incapable of being returned.

Halbman V. Lemke, 298 N.W. 2d 562 (Wisc. 1980). A used automobile purchased by a minor was the subject of a contract which the minor sought to disaffirm. The automobile was held to be a non-necessary and the minor free to recover his purchase price with no liability for use, depreciation or damage to the automobile.

An additional complicating factor occurs when a minor misrepresents his age at the time of contracting. By statute or case law, some states will deny a minor who has misrepresented his age the right of disaffirmance. Other states permit the minor to disaffirm but treat the liability of the minor, and/or his right to recover property involved in the transaction, differently where there is a misrepresentation of age.

CONCLUSION

A basic understanding of the way the law distinguishes between adults and minors in contract situations is of value to the businessperson who at least occassionally has minor customers or clients. Any short summary of the law on minor's contract rights is made impossible by the variety of approaches the states take to different fact situations. Still, one can say minors usually have a right to disaffirm their contracts and a businessperson needs to appreciate the accompanying consequences of that right.

Dr. Robert J. Walter

Dr. Robert J. Walter received his Bachelor of Business Administration degree from the University of Kentucky in 1970 and a Juris Doctorate degree in 1974, also from the University of Kentucky. Following several years of business law teaching in the College of Business at Eastern Kentucky University, Richmond, Kentucky, Dr. Walter currently is an Assistant Professor of Business Law at the University of Wyoming, Laramie, Wyoming.

NEW AND EXPANDED INDUSTRY

Town Firm Product	No. of Employees
NEW	
Batesville	
Plaspros, Inc.	
Injection Molding	18
Burnsville	
Dixie Sportswear	
Sportswear	75
Calhoun City	
Calhoun Apparel, Inc.	
Boys' Pants	65
Pontotoc	
E.R. Carpenter Co.	
Polyurethane Foam	100
EXPANDED	
Pontotoc	
Action Industries	
Recliner Chairs	100
Bunker Hill	
Bunk Beds	
Litton Funiture	
Furniture (space only)	
Starkville	
Lockport Felt	
Machine Cloth	4
Tupelo	
Institutional Food Distribution	
Food Distribution	65

Controlling the Costs of Employee Benefits

Employee retirement, savings and welfare plans are an important part of compensation packages—and a growing expense for management. Because these benefits are likely to increase in popularity despite givebacks and recessions, companies must look for ways to hold down costs without weakening the strong motivation that benefits provide.

"Before you can decide how to control costs, you need to review the benefits program your company now offers—from the design and financing of the program, to its administration, its compliance with legal requirements and employee satisfaction with the results," says George Menking, partner in charge of C&L's New York actuarial, benefits and compensation consulting practice.

Many companies are performing such reviews, sometimes themselves, sometimes with the help of outside consultants for the objectivity they can bring to the task. But whether you decide to perform a review using in-house personnel or to hire a consultant, you'll need to know what to look for and how to go about it.

SETTING OBJECTIVES

To begin, set goals for reviewing your complete benefits program. For bests results, you should examine:

- Your program design, as compared with that of competitors and other similar organizations
- Cost-effectivesness of your program design
- Level of employee satisfaction
- Use of a flexible benefits or cafeteria approach to providing benefits
- Effectiveness of the program's administrative systems and procedures.

You may also be certain to review the compliance, accuracy, efficiency and effectiveness of your program's operations.

ASSEMBLING A TEAM

You'll need to put together a review team with experience in various disciplines. Ideally, the group should be headed by whoever is responsible for the benefits program. Usually, that person is a vice president of human resources. Other key members could include operating and plant management personnel who have a strong interest in controlling overhead expenses, people with backgrounds in the design and financing of group insurance and pension plans, your company's benefits manager and your actuary or insurance broker.

According to Joel Levy, C&L partner who directs the Firm's employee benefits administration consulting services, one team member should be an operations professional. He—or she—should be responsible for reviewing manual and automated procedures and controls, personnel training, workflow, productivity reporting and the use of in-house and outside computer facilities.

CONDUCTING THE REVEIW

Begin the review by examining pertinent records: plan documents, summary plan descriptions, carrier renewal and statistical reports, actuary's valuations, auditors' reports, administrative manuals and forms, procedural guides, governmental filings, relevant correspondence and any available employee benefits surveys. These record can be used for many purposes—for example, to compare your fringe benefit and medical cost trends with national spending levels or determine compliance with federal reporting and disclosure requirements.

Employee Perception of Your Benefits Programs

You may want to survey employees to see how they feel about the benefits programs—which programs they're most interested in, whether problems exist in design or administration and whether they feel the company is getting fair return for benefit dollars spent.

Survey results can also help identify potential problems in plan design or administration or alert you to employee interest in flexible-benefits or before-tax savings plans. Results will also reveal how accurately and timely employee claims are processed.

Structure

Next, look at the organizational structure of the benefits department and related systems and procedures. Among the items to be studied are the supervision and training of benefits personnel and the data base used for eligibility and benefits determinations. Such a review can help you decide whether benefits or data base administration—or both—should be centralized.

Benefits Determination

The review team must also scrutinize the accuracy of pension and medical insurance payments. Levy says in reviewing medical claims, you should study claim files to discover any unreasonable lag between the time claims are submitted and the time they're paid. Also determine whether those who receive medical benefits are indeed eligible for them, and list employees and/or dependents who have received benefits on a year-to-date basis in excess of a certain level. Using a sample of these claims, consider how effective claims procedures are in controlling utilization and in paying only allowable charges. Evaluate the appropriateness of the "usual, customary and reasonable" schedules as applied to your particular claims.

For pension benefits, you should review the accuracy of calculations, use of unisex tables and the automation of the benefits calculations process. Many pension plans are integrated with social security, and errors can be made in calculating the amount of an employee's social seucrity benefit that will be offset by the plan.

Cost Containment

As Levy points out, "The best reasons for reviewing your benefits program are to save money and to improve employee-management relationships. And for welfare plans the carrier is a key to both." He suggests keeping a tight rein on the insurance carrier, looking into how well the carrier coordinates welfare benefits with other benefit programs and examining the carrier reporting package. Many companies are now acquiring software or hiring outside consultants to provide reports of integrated physician and hospital data. These reports are referred to as case mix or diagnostic-related reviews.

FOUR CATEGORIES OF EMPLOYEE BENEFITS

Legally Required Benefits: social security, worker's compensation, state disability insurance.

Qualified Plans: pension, thrift, 401(k), profit sharing, PAYSOP.

Welfare Programs: life, health, dental and disability insurance.

Personnel Policies: payment for time not worked, such as vacation, holidays, sick leave and jury duty.

Design

Review the plan design to determine if it's appropriate under the present tax law, how employees view it and how it might contribute to the difficulty of administration. Its design may be too complex, it may provide duplicate coverage or it may contribute to employees' misunderstanding of coverage.

Financing Arrangements.

The review team might also explore recommendations for changes to the actuarial assumptions used in the pension plan or changes to the financing arrangement of the insurance contracts. For medical insurance programs, many companies have worked out a minimum-deposit premium arrangement with the carrier. Other companies have lowered costs and improved cash flow through self-insurance, using a third party administrator to process claims.

CORRECTIVE ACTION

When the review is completed, the team should prepare a report of its finding, discussing whether the present plan design meets your company's needs and recommending necessary changes. For instance, in the pension plan area, the team might recommend a career-average formula if the plan now uses a final-average formula a social security offset if none exists or the replacement of a defined-benefit pension plan with a defined-contribution plan.

Problems should be identified, along with suggested solutions. One suggestion might be to enhance your company communications to provide employees with more information about the program. Another could be to increase the use of data processing to administer the benefit program more efficiently.

Suggests Levy, "Because today's EDP state-of-the-art is better, companies should look seriously at doing in-house data processing of items like actuarial valuations and pension benefit determinations. Some companies are already doing this, while others are administering thrift and savings plans and preparing comprehensive benefits statements on their own computers."

Levy has dealt with a number of companies that are dissatisfied with the health care utilization reports they currently receive from their insurance carriers and, as a result, are installing in-house systems to provide ad hoc reports. One company has installed a system for the processing of health claims.

It may be that your team's review of the company's benefits program will turn up nothing, or at least very little, that should be changed. Still, the review will not be a waste of either time or money. It will reassure your program's fiduciaries, administrator and trustees that it's being operated properly. Says Jeff Mamorsky, a lawyer who specializes in employee benefits administration, "Look at the big picture and zero in on problem areas. To do less is to short change not only your company but youself. If you don't perform an operational review, you're not being prudent under the law."

ADDRESSING THE MAIN AREAS

Compliance	Is the plan being administered within the terms of the plan document or contract? Within applicable federal and state laws and regulations?
Accuracy	Are benefit determinations processed as quickly as possible and for the proper amount of money?
Efficiency	Is the administrative structure well organized? Is your staff too large or too small? Is the staff adequately trained? Do the manual and automated systems, procedures and control operate smoothly?
Effectiveness	Is the plan meeting its objectives effectively? Do employees understand and appreciate the design and operation of the plan? Are there adequate employee communications and administrative manuals that explain the plan's provisions?

SOURCE: Cooper and Lybrand Executive Alert Newsletter, November, 1983

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS

[Seasonally Adjusted]

1969 = 100

Indicator	Sept. 1983	August 1983	Sept. 1982
Retail Sales	162.0	176.0	155.7
Electric Sales[1]	204.5	224.0	206.5
Gasoline Gallonage	158.9	145.7	138.3
Loans of Savings & Loans Institutions	262.5	267.0	88.4

Sales Indicated By Sales Tax Collections During September, 1983 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Adams	1,550	36,004	Hancock	592	14,051
Alcorn	931	25,065	Harrison	4,677	115,843
Amite	143	3,505	Hinds	9,801	280,839
Attala	404	10,648	Holmes	325	7,852
			Humphreys	259	6,746
Benton	57	1,318			
Bolivar	871	21,667	Issaquena	17	578
			Itawamba	313	9,059
Calhoun	241	5,866			
Carroll	88	2,215	Jackson	2,515	61,793
Chickasaw	341	8,017	Jasper	287	6,928
Choctaw	127	3,270	Jefferson	78	1,772
Claiborne	302	11,690	Jeff Davis	229	5,178
Clarke	205	4,828	Jones	2,186	57,535
Clay	372	10,368			
Coahoma	955	22,847	Kemper	89	1,949
Copiah	403	9,425			
Covington	463	10,839	Lafayette	670	15,477
			Lamar	410	9,766
DeSoto	905	23,088	Lauderdale	2,620	67,167
			Lawrence	171	3,827
Forrest	2,556	67,352	Leake	332	7,652
Franklin	125	3,443	Lee	2,596	77,744
			Leflore	1,165	32,218
George	229	5,090	Lincoln	871	23,496
Greene	95	2,167			
Grenada	652	17,753			

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Lowndes	1,843	47,392	Simpson	464	10,745
			Smith	181	4,997
Madison	29	619	Stone	191	4,303
Marion	706	16,746	Sunflower	737	33,192
Marshall	394	8,993			
Monroe	823	21,895	Tallahatchie	240	5,633
Montgomery	255	6,145	Tate	383	9,358
			Tippah	368	11,304
Neshoba	498	13,351	Tishomingo	320	8,196
Newton	132	2,872	Tunica	156	3,873
Noxubee	174	5,506			
			Union	380	7,235
Oktibbeha	746	17,313			
			Walthall	214	5,054
Panola	629	15,987	Warren	1,398	34,009
Pearl River	716	17,449	Washington	2,016	51,338
Perry	337	16,761	Wayne	401	8,956
Pike	1,150	25,853	Webster	142	3,350
Pontotoc	315	7,338	Wilkinson	241	6,015
Prentiss	397	10,428	Winston	338	7,856
Quitman	161	3,782	Yalobusha	203	4,499
			Yazoo	648	16,492
Rankin	2,509	68,152			
Scott	504	12,129	State Total	68,740	1,851,051
Sharkey	137	2,964			

Catfish Processing

The U.S. domestic production of farm-raised catfish during September totaled 11.3 million pounds round weight, an increase of 14 percent from September 1982. The September average price paid to growers was 64 cents per pound, 10 cents above September last year. Net pounds of processed fish sold during September totaled 5.91 million pounds, an increase of 7 percent from the comparable month in 1982. Ice pack sales were 52 percent of the total amount sold. The September average prices received by processors for whole fish were $1.43 per pound for ice pack and $1.54 for frozen fish. Freshwater catfish imports during August totaled 434 thousand pounds, of which 92 percent were from Brazil. Imports were 20 percent below August a year earlier. Import data were compiled by the U.S. Bureau of the Census.

Mississippi Agriculture Report
September, 1983

The September 15, 1983 Index of Prices Received by Mississippi farmers for all commodities was up 6 points (5 percent) at 122 percent of its January-December 1977 average.

An increase in soybean prices was responsible for the 9 point (8 percent) rise in the All Crops Index leaving it at [illegible]19 percent of its January-December 1977 average.

Increases in broiler and egg prices were responsible for the 54 point (4 percent) rise in the Livestock Products Index leaving it at 137 percent of its January-December 1977 average.

The September ratio of prices received by Mississippi farmers to U.S. prices paid was 76 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for September was 161, unchanged from mid-August.

COMMODITY	UNIT	Sep 15 1982	Aug 15 1983 3/	Sep 15 1983
		Dollars		
PRICES RECEIVED				
Rice 4/	Cwt.	7.60	8.40	8.48
Sweet potatoes	Cwt.	7.40	7/	11.20
Soybeans	Bu.	5.44	8.03	8.78
Cotton 4/	Lb.	.555	.663	.636
Cottonseed	Ton	65.00	7/	7/
Hogs 4/	Cwt.	61.30	46.70	44.40
Cows	Cwt.	35.80	36.30	35.50
Steers & Heifers	Cwt.	57.20	52.40	51.40
Beef Cattle	Cwt.	42.40	42.60	41.70
Calves	Cwt.	58.30	53.40	54.90
Milk Cows 1/	Head	6/	6/	6/
All Milk, Whsl.	Cwt.	14.40	14.40	14.50
Fluid	Cwt.	14.50	14.50	——
Mfg.	Cwt.	12.50	12.70	——
Comm. Broilers 2/	Lbs.	.280	.325	.350
Eggs	Doz.	.519	.489	.593
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	10.50	11.50	12.00
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.50	11.00	11.50
Cottonseed Meal, 41% Protein	Cwt.	12.50	12.50	13.50
Soybean Meal, 44% Protein	Cwt.	13.50	14.00	15.00
Dairy Feed, 16% Protein	Ton	166.00	193.00	192.00
Chick Starter	Ton	180.00	210.00	215.00
Laying Feed	Ton	168.00	180.00	205.00
Broiler Grower	Ton	200.00	197.00	210.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S. Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October. 7/ Insufficient sales.

SOURCE: Mississippi Crop and Livestock Reporting Service.

GENERAL FUND
Comparing July 1, 1983-September 30, 1983

	September 1983	September A 1982
Sales Tax	$41,474,551(1)	$41,238,831
Use & Wholesale Compensating Tax	7,941,877 (2)	6,006,727
Individual Income Tax	21,312,374	21,040,428
Corporate Tax	22,485,163	24,714,429
Tobacco Tax	2,346,318	2,605,734
ABC Division	1,917,411	1,738,038
Beer & Wine Tax	2,077,186	2,196,677
Oil Severance Tax	4,028,799	4,573,617
Estate Tax	705,008	764,218
Statewide Privilege Tax	113	29,775
Installment Loan Tax	127,528	191,603
Gas Severance Tax	2,502,779	2,319,194
Insurance Premium Tax	508,546	20,411,778
Auto Tag Fees	306,588	294,308
Auto Privilege Tax	163,011	176,173
Title Fees	113,978	96,321
Petroleum Tax	457,692	411,627
Admission Tax	24,054	42,793
Timber Severance Tax	——	40,979
Slot Vending Tax	4,164	8,789
Pulpwood Scaling Fees	10,800	9,372
Fire Marshal Fees	24,622	46,733
Freeport Warehouse Tax	——	——
Aircraft Registration Fees	22	——
Int. on Direct Deposits	50,726	——
Tax Commission Transfer to Gen. Fund	$108,583,309	$128,958,146
Tax Comm. Special Fund Transfers	38,186,280	34,335,189
Tax Commission Total Transfers	$146,769,589	$163,293,335

(1) 2% Discount allowed and not included-$576,555

(2) 2% Discount allowed and not included-$ 69,882

Tax Commission Cash Balance July 31, 1983-$21,158,401

Tax Commission Cash Balance July 31, 1982-$13,362,162

COLLECTIONS
With July 1, 1982-September 30, 1982

7/1/83 to 9/30/83	7/1/82 to 9/30/82	Increase or Decrease over Prior Year	
		Amount	Percent
$122,699,544 (1)	$124,651,120	$(1,951,576)	(1.57)
23,563,436 (2)	22,961,755	601,681	2.62
60,608,937	56,672,882	3,936,055	6.95
28,493,197	31,833,311	(3,340,114)	(10.49)
7,225,294	7,842,281	(616,987)	(7.87)
6,787,665	6,088,787	698,878	11.48
6,328,780	6,153,404	175,376	2.85
11,759,632	13,136,738	(1,377,106)	(10.48)
1,790,709	2,256,774	(466,065)	(20.65)
4,088	88,875	(84,787)	(95.40)
486,929	582,882	(95,953)	(16.46)
8,888,435	9,314,339	(425,904)	(4.57)
11,375,155	20,411,778	(9,036,623)	(44.27)
929,224	646,030	283,194	43.84
570,176	461,551	108,625	23.53
323,936	292,031	31,905	10.93
1,285,200	1,252,441	32,759	2.62
95,816	96,791	(975)	1.01
43,569	123,695	(80,126)	(64.78)
11,400	18,003	(6,603)	(36.68)
30,969	9,372	21,597	——
51,161	46,733	4,428	9.48
——	20	(20)	——
495	-0-	495	——
143,980	-0-	143,980	——
$293,497,726	$304,941,594	$(11,443,868)	(3.75)
127,586,249	114,767,405	12,818,844	11.17
$421,083,975	$419,708,999	$1,374,976	0.33

(1) 2% Discount allowed and not included-$1,735,503

(2) 2% Discount allowed and not included-$205,865

A Last month's column read August, 1983 and should have been August, 1982.

SOURCE: Mississippi State Tax Commission, Monthly Report, September, 1983.

Financial Transactions, Regional and United States, from Banks and S & L's, September, 1983

$millions	SEPT. 1983	AUG. 1983	SEPT. 1982	ANN. % CHG.		SEPT. 1983	AUG. 1983	SEPT. 1982	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,293,911	1,278,239	1,170,355	+ 11	Savings & Loans				
Demand	305,224	302,296	282,895	+ 8	Total Deposits	601,039	599,734	534,621	+ 12
NOW	84,041	80,677	59,257	+ 42	NOW	17,885	17,526	10,606	+ 69
Savings	343,427	344,083	149,970	+ 129	Savings	178,900	184,971	91,575	+ 95
Time	596,211	584,147	704,161	− 15	Time	407,887	400,495	433,169	− 6
Credit Union Deposits	60,924	61,029	48,931	+ 25		JUL	JUN	JUL	
Share Drafts	5,478	5,448	3,153	+ 74	Mortgages Outstanding	467,492	463,263	501,678	− 7
Savings & Time	50,136	49,884	41,962	+ 19	Mortgage Commitments	31,756	30,282	15,865	+ 100
SOUTHEAST									
Commercial Bank Deposits	146,033	144,606	124,843	+ 17	Savings & Loans				
Demand	55,735	35,353	32,365	+ 72	Total Deposits	83,355	85,316	78,877	+ 6
NOW	10,759	10,325	7,665	+ 40	NOW	2,882	2,879	1,704	+ 69
Savings	37,962	38,025	14,653	+ 159	Savings	22,544	23,908	11,536	+ 95
Time	65,430	64,261	72,389	− 10	Time	58,685	59,350	65,808	− 11
Credit Union Deposits	5,867	5,859	4,617	+ 27		JUL	JUN	JUL	
Share Drafts	475	479	302	+ 57	Mortgages Outstanding	65,600	66,196	69,756	− 6
Savings & Time	5,001	4,982	3,896	+ 28	Mortgage Commitments	4,700	4,598	2,981	+ 58
ALABAMA									
Commercial Bank Deposits	15,314	15,162	13,886	+ 10	Savings & Loans				
Demand	3,913	3,687	3,300	+ 19	Total Deposits	5,103	5,080	4,530	+ 13
NOW	915	915	672	+ 41	NOW	147	138	91	+ 62
Savings	3,130	3,152	1,557	+ 101	Savings	869	886	544	+ 60
Time	7,929	7,898	8,715	− 9	Time	4,147	4,119	3,926	+ 6
Credit Union Deposits	904	904	837	+ 8		JUL	JUN	JUL	
Share Drafts	86	84	59	+ 46	Mortgages Outstanding	3,669	3,657	3,957	− 7
Savings & Time	777	775	677	+ 15	Mortgage Commitments	216	205	47	+ 360
FLORIDA									
Commercial Bank Deposits	50,911	50,344	40,633	+ 25	Savings & Loans				
Demand	12,450	12,449	11,298	+ 10	Total Deposits	52,418	54,540	47,661	+ 10
NOW	4,463	4,305	3,313	+ 35	NOW	2,035	2,076	1,158	+ 76
Savings	17,442	17,278	6,176	+ 182	Savings	15,500	16,728	7,689	+ 102
Time	17,655	17,243	20,357	− 13	Time	35,253	36,179	38,810	− 9
Credit Union Deposits	2,551	2,547	2,083	+ 22		JUL	JUN	JUL	
Share Drafts	237	240	165	+ 44	Mortgages Outstanding	38,991	39,068	41,191	− 5
Savings & Time	2,023	1,997	1,640	+ 23	Mortgage Commitments	3,240	3,241	2,345	+ 38
GEORGIA									
Commercial Bank Deposits	21,134	20,798	17,374	+ 22	Savings & Loans				
Demand	6,799	6,779	5,772	+ 18	Total Deposits	7,752	7,751	9,869	− 21
NOW	1,456	1,366	1,101	+ 32	NOW	229	216	193	+ 19
Savings	4,709	4,684	1,637	+ 188	Savings	1,772	1,808	1,176	+ 51
Time	9,199	9,018	9,655	− 5	Time	5,914	5,885	8,598	− 31
Credit Union Deposits	1,344	1,329	855	+ 57		JUL	JUN	JUL	
Share Drafts	70	70	29	+ 141	Mortgages Outstanding	8,075	8,144	8,996	− 10
Savings & Time	1,189	1,191	775	+ 53	Mortgage Commitments	472	455	167	+ 183
LOUISIANA									
Commercial Bank Deposits	24,973	24,872	22,859	+ 9	Savings & Loans				
Demand	5,847	5,837	5,758	− 2	Total Deposits	8,435	8,351	7,898	+ 7
NOW	1,404	1,367	1,071	+ 31	NOW	178	173	110	+ 62
Savings	5,257	5,357	2,428	+ 117	Savings	2,362	2,400	1,215	+ 94
Time	13,020	12,817	13,989	− 7	Time	5,982	5,865	6,591	− 9
Credit Union Deposits	196	196	123	+ 59		JUL	JUN	JUL	
Share Drafts	23	23	9	+ 156	Mortgages Outstanding	7,143	7,329	7,332	+ 3
Savings & Time	191	192	116	+ 65	Mortgage Commitments	511	462	281	+ 82
MISSISSIPPI									
Commercial Bank Deposits	11,550	11,503	10,375	+ 11	Savings & Loans				
Demand	2,408	2,388	2,205	+ 9	Total Deposits	2,417	2,402	2,466	− 2
N O W	822	793	571	+ 44	NOW	91	85	52	+ 75
Savings	2,426	2,450	733	+ 231	Savings	488	494	232	+ 110
Time	6,228	6,152	6,999	− 11	Time	1,864	1,852	2,197	− 15
Credit Union Deposits	N.A.	N.A.	N.A.			JUL	JUN	JUL	
Share Drafts	N.A.	N.A.	N.A.		Mortgages Outstanding	2,003	1,997	2,177	− 8
Savings & Time	N.A.	N.A.	N.A.		Mortgage Commitments	46	40	20	+ 130
TENNESSEE									
Commercial Bank Deposits	22,151	21,927	19,716	+ 12	Savings & Loans				
Demand	4,318	4,213	4,032	+ 7	Total Deposits	7,230	7,192	6,453	+ 12
NOW	1,664	1,579	937	+ 78	NOW	202	191	100	+ 102
Savings	4,998	5,104	2,122	+ 136	Savings	1,553	1,592	680	+ 128
Time	11,399	11,133	12,674	− 10	Time	5,523	5,450	5,686	− 3
Credit Union Deposits	872	883	719	+ 21		JUL	JUN	JUL	
Share Drafts	39	62	40	+ 48	Mortgages Outstanding	5,719	[illegible]	6,083	− 6
Savings & Time	821	827	688	+ 19	Mortgage Commitments	215	195	121	+ 78

Note: All deposit data are extracted from the Federal Reserve Report of Transaction Accounts, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts elimates interbank deposits by reporting the net of deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash items in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represents the total of the six states. Subcategories were chosen on a selective basis and do not add to total. N.A. = fewer than four institutions reporting.

SOURCE: Federal Reserve Bank of Atlanta, **Southeastern Economic Insight**, Volume 3, Number 17.

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Food Stamp Participation By County, September, 1983

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $132.47)	Number of Persons[3] (Average Allotment $41.51)	Coupon Value[4] (Average Per Meal $.46)
Adams	2,955	8,602	379,482
Alcorn	2,103	5,404	219,620
Amite	905	3,220	119,335
Attala	1,676	5,188	204,441
Benton	766	2,734	103,775
Bolivar, E	3,095	11,539	476,160
Bolivar, W	1,023	4,368	173,306
Calhoun	962	2,650	94,376
Carroll	788	2,365	84,267
Chickasaw, E	374	1,052	36,425
Chickasaw, W	674	1,920	67,389
Choctaw	715	2,036	79,085
Claiborne	1,229	3,983	175,352
Clark	1,189	3,283	129,441
Clay	1,576	5,088	212,735
Coahoma	3,743	13,575	567,043
Copiah	1,893	5,993	255,811
Covington	1,266	4,172	163,066
DeSoto	1,984	6,899	270,480
Forrest	4,261	11,866	526,195
Franklin	871	2,443	101,363
George	1,186	3,702	162,139
Greene	983	3,025	131,403
Grenada	1,206	3,830	153,197
Hancock	1,780	5,085	230,986
Harrison	5,835	18,160	809,501
Hinds	14,029	43,335	1,949,180
Holmes	3,383	11,428	494,601
Humphreys	1,098	4,252	165,933
Issaquena	232	861	32,097
Itawamba	804	2,024	77,435
Jackson	5,371	17,681	860,971
Jasper	1,181	3,801	145,598
Jefferson	948	3,077	118,559
Jeff Davis	1,286	4,092	161,897
Jones	2,844	8,190	321,698
Kemper	724	2,407	87,382
Lafayette	1,143	3,408	127,001
Lamar	1,605	4,668	201,004
Lauderdale	3,802	11,517	498,021
Lawrence	910	2,714	107,791
Leake	1,868	5,405	219,356
Lee	2,154	5,827	232,122
Leflore	3,182	11,490	456,516
Lincoln	2,083	6,281	266,626
Lowndes	2,636	8,694	368,607
Madison	3,554	12,617	541,425
Marion	1,694	5,417	222,892
Marshall	3,115	10,890	447,137
Monroe	1,825	5,638	227,910
Montgomery	1,339	3,754	150,281
Neshoba	1,562	4,546	172,121
Newton	1,194	3,407	128,432
Noxubee	1,587	5,426	217,852
Oktibbeha	1,957	6,081	261,071
Panola	2,482	9,154	364,747
Pearl River	1,962	5,715	253,096
Perry	1,049	2,987	124,044
Pike	2,534	7,685	325,537
Pontotoc	1,143	2,917	102,100
Prentiss	1,282	3,459	130,171
Quitman	1,309	5,002	192,595
Rankin	2,190	6,688	265,105
Scott	1,515	4,624	174,848
Sharkey	971	4,054	154,845
Simpson	1,378	4,103	159,425
Smith	795	2,384	84,731
Stone	702	2,300	98,812
Sunflower	2,764	11,307	441,086
Tallahatchie	1,816	7,111	274,629
Tate	1,533	4,822	185,079
Tippah	1,388	3,940	149,052
Tishomingo	1,043	2,519	98,394
Tunica	1,324	5,098	202,753
Union	1,152	3,048	113,153
Walthall	1,169	3,965	155,667
Warren	3,012	9,059	394,213
Washington	6,189	22,058	966,464
Wayne	1,855	5,675	235,152
Webster	695	1,811	71,835
Wilkinson	1,082	3,339	128,821
Winston	1,873	5,747	224,469
Yalobusha	985	2,789	106,369
Yazoo	2,651	8,855	358,275
State Total	163,991	523,325	21,723,356

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($41.51) by total number of average meals a month (90)

STATE ECONOMIC INDICATORS

Indicator	September 1983[1]	August 1983[2]	September 1982[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	946,900	928,500	956,800	2.0	—1.0
Non-Ag Employment	794,800	776,800	795,000	18.2	—0.2
Mining	11,000	10,900	11,800	0.1	—0.8
Contract Construction	38,700	39,500	42,200	—0.8	—3.5
Manufacturing	206,900	205,400	202,600	1.5	4.3
Transportation and Public Utilities	38,700	36,600	39,700	2.1	—1.0
Wholesale and Retail Trade	163,000	163,100	163,300	—0.1	—0.3
Finance, Insurance and Real Estate	33,100	33,200	33,000	—0.1	0.1
Service	122,900	119,700	122,500	3.2	0.4
Government	180,500	168,400	179,800	12.1	0.7
Unemployment Rate (Per Cent Labor Force)	12.0	12.6	11.5	——	——
Average Weekly Earnings in Manufacturing (Dollars)	276.22	269.73	248.58	2.6	11.1
Average Hourly Earnings in Manufacturing (Dollars)	6.77	6.66	6.44	1.7	5.1
Average Weekly Hours in Manufacturing	40.8	40.5	38.6	0.7	5.7
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,580	2,534	2,791	1.8	—7.6
Gasoline Delivered to Dealers (gals.)[6]	126,169	121,909	116,221	3.5	8.6
BANKING AND FINANCE (000's)					
Loans of Savings and Loan Associations[7]	45,767	49,243	14,800	—7.1	209.2
Construction Loans	14,750	7,889	2,000	87.0	637.5
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	2,030,873	2,413,571	2,050,905	—15.9	—1.0
RETAIL SALES (000's)[9]	1,432,849	1,658,344	1,393,692	—13.6	2.8

Indicator	June 1983	May 1983	June 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	125,328	80,595	172,119	55.5	—27.2
Cash Receipts from Marketing Livestock	89,454	79,088	69,268	13.1	29.1
Cash Receipts from Marketing Crops	35,874	1,507	102,851	228.1	—65.1

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for May

[6] Mississippi Motor Vehicle Comptroller

[7] Federal Home Loan Bank of Dallas (Formerly of Little Rock)

[8] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[9] Mississippi Tax Commission

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Sept.	PerCent Month Ago	Change Year Ago	Current Month Sept.	Month Ago	Year Ago
Aberdeen	52,044	9.3	19.7	59,395	150,400	106,000
Baldwyn	24,966	2.1	24.0	——	——	——
Batesville	65,740	—0.4	18.7	176,600	368,750	48,000
Bay Springs	22,443	1.8	11.2	——	——	——
Bay St. Louis	40,314	—8.0	4.8	——	——	——
Belmont	9,934	—6.6	2.2	——	——	——
Belzoni	29,645	—6.3	7.6	14,000	32,600	15,500
Biloxi	311,500	—6.2	1.6	2,666,025	3,258,349	880,734
Brandon	42,438	—1.3	9.2	222,000	172,000	—0—
Brookhaven	124,437	3.4	11.5	376,200	161,400	188,500
Brooksville	3,584	1.7	41.2	——	——	——
Canton	63,327	—2.3	11.4	49,250	1,638,210	21,950
Carthage	46,936	5.2	24.5	33,375	125,368	125,900
Charleston	20,384	14.1	13.8	——	——	——
Clarksdale	135,452	8.3	13.6	—0—	431,126	294,509
Cleveland	102,742	4.3	1.8	——	——	——
Collins	31,270	11.4	—29.5	143,000	—0—	308,300
Columbia	104,174	6.0	8.7	——	——	——
Columbus	252,458	1.4	18.8	3,358,135	1,477,770	119,888
Corinth	119,636	6.8	11.1	605,250	349,886	80,995
Crystal Springs	24,913	—14.0	26.2	12,200	30,000	24,900
Drew	12,972	29.5	29.6	——	——	——
Edwards	5,906	—23.5	73.1	——	——	——
Ellisville	14,636	1.3	—3.3	——	——	——
Eupora	14,864	—7.9	—7.1	——	——	——
Fayette	11,712	24.1	38.1	——	——	——
Forest	53,692	—10.3	10.7	——	——	——
Greenville	268,142	3.6	14.7	——	——	——
Greenwood	157,026	—11.8	8.2	1,357,610	4,906,000	1,394,532
Grenada	96,741	3.5	11.5	——	——	——
Gulfport	305,561	—2.2	4.6	1,487,323	1,764,222	16,749,206
Hattiesburg	407,103	—0.3	16.5	3,641,378	4,150,843	2,101,604
Hernando	26,028	—3.3	16.1	——	——	——
Hollandale	14,117	3.2	4.7	——	——	——
Holly Springs	43,646	—4.0	16.0	1,300	—0—	8,000
Houston	36,947	—15.4	14.2	19,000	50,250	74,500
Indianola	65,294	—1.8	3.3	——	——	——
Iuka	25,905	—7.0	—6.9	——	——	——
Jackson	1,547,796	—1.5	4.6	11,588,248	7,456,349	3,095,603
Kosciusko	57,935	—2.2	8.2	3,000	377,000	33,000
Laurel	301,312	3.6	—0.8	992,443	419,315	484,619
Leland	25,800	8.4	20.0	——	——	——
Lexington	21,702	—11.1	10.0	——	——	——
Louisville	49,679	—5.6	—0.7	47,400	205,154	104,604
Lucedale	32,922	14.1	—2.7	——	——	——
Lumberton	8,740	—10.1	—15.6	——	——	——
Macon	17,865	—3.1	17.6	——	——	——
Magee	48,543	—1.2	9.6	——	——	——
Magonolia	10,024	19.6	21.5	32,000	42,000	10,300
Marks	18,213	—1.1	26.3	——	——	——
McComb	140,186	3.1	10.4	2,807,000	394,675	94,265
Meadville	6,401	—7.6	30.0	——	——	——
Mendenhall	21,596	—7.8	14.5	542,000	—0—	30,900
Meridian	401,628	—0.1	10.0	652,883	5,141,734	699,840
Monticello	21,121	—0.5	8.3	—0—	3,000	83,000
Morton	21,556	—10.0	9.4	——	——	——
Moss Point	55,167	5.4	—0.8	192,400	239,525	117,637
Natchez	240,895	2.7	8.3	444,375	375,743	267,925
New Albany	60,255	—3.2	14.2	161,950	11,500	219,000
Newton	26,815	1.1	23.0	218,600	110,247	—0—
Ocean Springs	77,628	—5.4	1.1	——	——	——
Okolona	15,665	—0.6	9.5	25,000	5,500	5,250
Oxford	98,784	8.0	17.0	361,604	629,628	373,575
Pascagoula	189,479	—5.2	—7.9	——	——	——
Pass Christian	16,152	—0.3	14.7	107,617	399,605	293,210
Philadelphia	70,156	—0.5	22.8	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Sept.	PerCent Month Ago	Change Year Ago	Current Month Sept.	Month Ago	Year Ago
Picayune	94,011	—0.6	10.2	1,640,000	447,000	456,750
Pontotoc	44,032	—1.3	36.4	——	——	——
Poplarville	16,273	—9.5	7.6	——	——	——
Port Gibson	16,345	—0.8	11.7	——	——	——
Prentiss	21,900	—8.8	3.0	4,000	5,000	—0—
Quitman	24,853	—4.8	10.6	——	——	——
Raymond	4,168	1.2	12.5	——	——	——
Richton	9,585	—9.6	13.9	5,000	—0—	413,000
Rosedale	7,444	—12.2	—0—	——	——	——
Ruleville	12,456	—7.8	2.2	——	——	——
Sardis	18,838	—6.7	13.6	2,000	10,000	5,000
Senatobia	51,065	—1.0	23.7	53,000	90,700	359,450
Shelby	10,535	—1.6	21.8	——	——	——
Starkville	111,281	4.2	15.0	566,909	782,000	313,500
Summit	14,594	32.2	36.2	——	——	——
Taylorsville	12,003	—8.3	9.2	——	——	——
Tchula	4,540	—10.0	21.6	——	——	——
Tunica	14,891	—20.0	—12.3	——	——	——
Tupelo	349,564	1.3	10.2	2,223,163	1,644,827	859,969
Union	15,100	—8.6	—21.1	——	——	——
Utica	9,440	—5.3	6.5	——	——	——
Vicksburg	205,526	—5.5	12.3	314,412	1,678,425	216,817
Walnut Grove	1,248	—27.6	—17.1	——	——	——
Water Valley	25,925	4.1	30.0	——	——	——
Waynesboro	53,572	—7.4	—10.3	57,000	368,000	82,000
West Point	55,352	5.2	—3.6	151,010	123,500	79,800
Wiggins	25,722	4.5	—4.2	55,000	29,000	110,500
Winona	31,670	—10.5	—8.6	—0—	53,500	—0—
Yazoo City	64,429	—8.3	—10.0	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	September 1983	August 1983	September 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	159,300	159,600	162,400	—0.2	—1.9
Unemployed Persons	12,100	13,200	12,100	—8.3	-0-
Per Cent of Labor Force	7.6	8.3	7.5	——	——
Employed Persons	147,200	146,400	150,300	—0.5	—2.1
Non-Ag Wage & Salaries	125,500	124,600	128,400	0.7	—2.3
Manufacturing	19,400	20,000	19,500	—3.0	—0.5
CITY SALES TAX COLLECTIONS	1,609,749	1,635,749	1,534,354	—1.6	5.0

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	September 1983	August 1983	September 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	70,040	71,290	68,950	—1.7	1.6
Unemployed Persons	8,750	9,070	6,480	—3.5	35.0
Per Cent of Labor Force	12.5	12.7	9.4	——	——
Employed Persons	61,290	62,220	62,470	—1.5	—1.9
Non-Ag Wage & Salaries	51,460	52,040	52,570	—1.1	—2.1
Manufacturing	9,220	9,700	9,260	—4.9	—0.4
CITY SALES TAX COLLECTIONS	633,213	660,956	612,728	—4.2	3.3

Estimates of Population, 1981 and 1982, by County

SOURCE: Sales Marketing and Management, 1982 and 1983 Survey of Buying Power. Computations made by Division of Business Research, Mississippi State University.

County	Population Total 1981	% of State	Population Total 1982	% of State	% Change from 1981
Adams	38,000	1.50	37,900	1.46	—0.26
Alcorn	34,100	1.32	34,500	1.33	1.17
Amite	13,300	0.52	13,200	0.51	—0.75
Attala	19,800	0.77	19,700	0.76	—0.51
Benton	8,300	0.32	8,300	0.32	0
Bolivar	44,800	1.74	44,400	1.71	—0.89
Calhoun	15,800	0.61	15,800	0.61	0
Carroll	9,900	0.39	9,900	0.38	0
Chickasaw	18,000	0.70	18,000	0.70	0
Chocktaw	9,100	0.35	9,100	0.35	0
Claiborne	12,700	0.49	12,800	0.49	0.79
Clarke	17,300	0.67	17,400	0.67	0.58
Clay	21,500	0.84	21,600	0.83	0.47
Coahoma	36,100	1.40	35,600	1.37	-1.39
Copiah	26,800	1.04	26,800	1.03	0
Covington	16,300	0.63	16,400	0.63	0.61
DeSoto	57,500	2.24	59,300	2.30	3.13
Forrest	67,200	2.61	67,600	2.61	0.60
Franklin	8,200	0.32	8,200	0.32	0
George	15,800	0.61	16,000	0.62	1.27
Greene	10,100	0.39	10,100	0.39	0
Grenada	21,200	0.82	21,200	0.82	0
Holmes	22,900	0.89	22,800	0.88	—0.44
Humphreys	13,800	0.54	13,800	0.53	0
Issaquena	2,500	0.10	2,500	0.10	0
Itawamba	21,200	0.82	21,500	0.83	1.42
Jasper	17,400	0.68	17,500	0.68	0.57
Jefferson	9,200	0.36	9,200	0.36	0
Jeff Davis	14,000	0.54	14,000	0.54	0
Jones	63,000	2.45	63,300	2.44	0.48
Kemper	10,100	0.39	10,100	0.39	0
Lafayette	31,900	1.24	31,100	1.20	—2.51
Lamar	25,500	0.99	26,200	1.01	2.75
Lauderdale	78,900	3.07	79,500	3.07	0.76
Lawrence	12,700	0.49	12,800	0.49	0.79
Leake	19,100	0.74	19,200	0.74	0.52
Lee	58,900	2.29	59,800	2.31	1.53
Leflore	41,200	1.60	40,800	1.58	—0.97
Lincoln	30,800	1.20	31,000	1.20	0.65
Lowndes	58,600	2.28	59,100	2.28	0.85
Madison	43,700	1.70	NA		
Marion	26,200	1.02	26,400	1.02	0.76
Marshall	30,200	1.17	30,700	1.19	1.66
Monroe	36,700	1.43	36,700	1.42	0
Montgomery	13,400	0.52	13,400	0.52	0
Neshoba	24,300	0.95	24,500	0.95	0.82
Newton	20,100	0.78	20,100	0.78	0
Noxubee	13,000	0.51	12,900	0.50	—0.77
Oktibbeha	37,200	1.45	37,700	1.46	1.34
Panola	28,300	1.10	28,400	1.10	0.35
Pearl River	34,900	1.36	35,300	136	1.15
Perry	10,000	0.39	10;000	0.39	0
Pike	36,800	1.43	37,100	1.43	0.82
Pontotoc	21,600	0.84	22,000	0.85	1.85
Prentiss	24,700	0.96	25,100	0.97	1.62
Quitman	11,800	0.46	11,500	0.44	—2.54
Scott	25,000	0.97	25,200	0.97	0.80
Sharkey	7,700	0.30	7,700	0.30	0
Simpson	24,100	0.94	24,400	0.94	1.24
Smith	15,400	0.60	15,400	0.59	0
Stone	NA	NA	10,100	0.39	—0.39
Sunflower	34,200	1.33	33,900	1.31	—0.88
Tallahatchie	16,600	0.65	16,400	0.63	—1.20
Tate	20,300	0.79	20,400	0.79	0.49
Tippah	19,200	0.75	19,400	0.75	1.04
Tishomingo	19,100	0.74	19,400	0.75	1.57
Tunica	9,100	0.35	8,900	0.34	—2.20
Union	22,100	0.86	22,200	0.86	0.45
Walthall	14,000	0.54	14,000	0.54	0
Warren	52,800	2.05	53,300	2.06	0.95
Washington	72,400	2.82	72,300	2.79	—0.14
Wayne	19,600	0.76	19,900	0.77	1.53
Webster	10,300	0.40	10,300	0.40	0
Wilkinson	9,800	0.38	9,700	0.37	—1.02
Winston	19,600	0.76	19,600	0.76	0
Yalobusha	13,300	0.52	13,300	0.51	0
Yazoo	27,300	1.06	27,300	1.05	0
State	2,570,300		2,589,800		0.76

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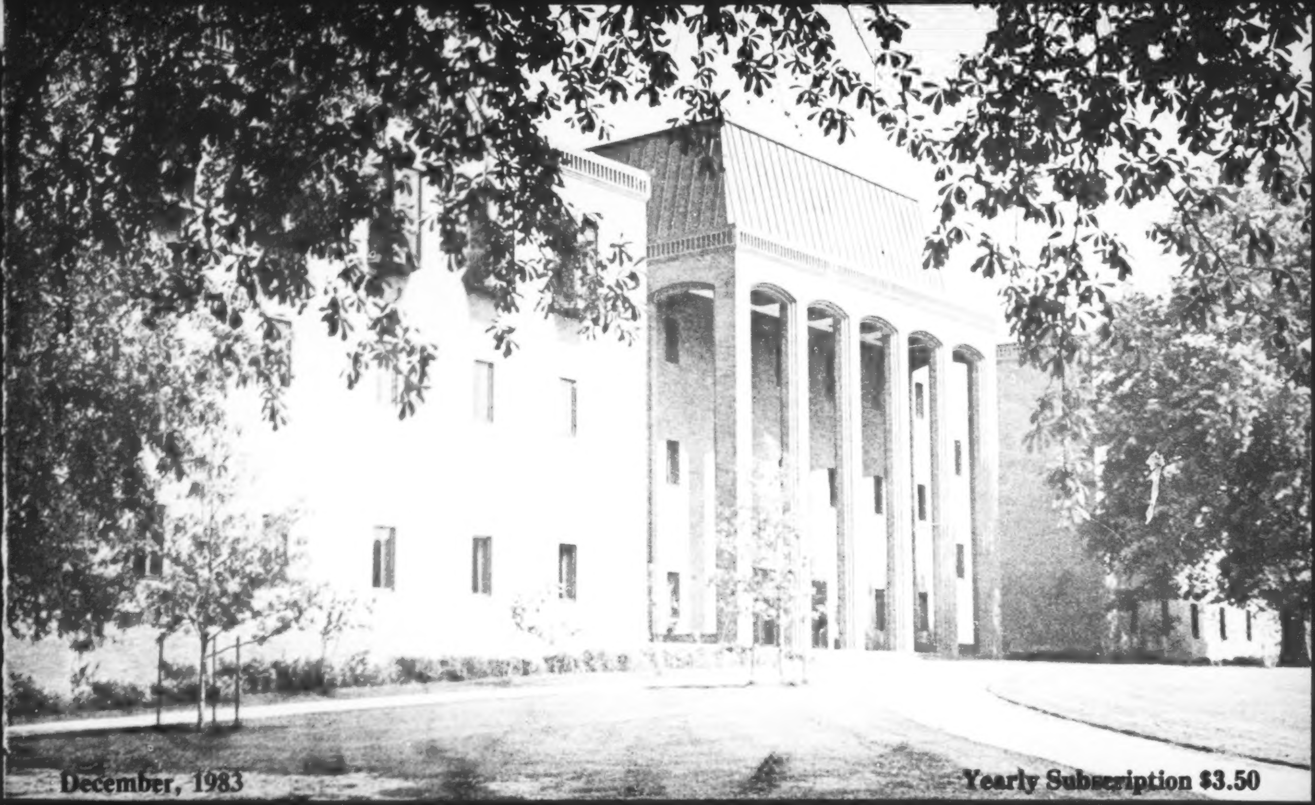

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ABUER MEMBER

An Evaluation of the Deteriorating U.S. Competitive Position in World Markets

By
Francis A. Sailer
and
B.R. Baliga

Introduction

One of the most disturbing trends on the current economic scene is the deteriorating U.S. role in the international economic order.[1] This deterioration has been evidenced in a number of different areas such as quality, productivity, and research and development. The overall consequence of this trend has been the emergence of European, particularly German, and Japanese organizations as leaders in a number of business areas, not only in the international arena but also in the United States itself. [2,3,4]

A review of U.S. trade data reported by the U.S. Department of Commerce for the period 1967-1981 serves to highlight the deteriorating competitive position of U.S. business, particularly with respect to the manufacturing sector. For example, the rate of growth in imports is now found to exceed the rate of growth of exports. Further, in the case of certain categories of goods, such as automobiles, the growth in imports has surpassed the exports to the extent that the U.S. has largely become a net importer. A comparable situation exists in the area of consumer goods (other than food) and manufactured consumer non-durables. In addition, the rate of growth of such traditionally strong export performers as aircraft, aircraft parts, electric and electronic components has also shown a marked decline.[5] Table 1 further confirms this decline, not only in U.S. markets but also in international markets. Significantly, over the last decade the U.S. lost over 23% of its share of the world market. The actual loss is all the more severe when one realizes that there was a 40% devaluation of the dollar. When one considers that even high technology items such as aircraft, specialty chemicals, and drugs have lost considerable ground over the last decade, the enormity of the problem is further underscored.[6]

TABLE 1
KEY INDUSTRIES HARDEST HIT IN THE U.S. MARKET

Ranked by Total Sales of Industry	Percent of Market		
	1960	1970	1979
Autos	95.9%	82.8%	79.0%
Steel	95.8	85.7	86.0
Apparel	98.2	94.8	90.0
Electrical Components	99.5	94.4	79.9
Farm Machinery	92.8	92.2	84.7
Industrial Inorganic Chemicals	98.0	91.5	81.0
Consumer Electronics	94.4	68.4	49.4
Footwear	97.7	85.4	62.7
Metal Cutting Machine Tools	96.7	89.4	73.6
Food Processing Machinery	97.0	91.9	81.3
Metal Forming Machine Tools	96.8	93.2	75.4
Textile Machinery	93.4	67.1	54.5
Calculating and Adding Machines	95.0	63.8	56.9

Source: Business Week, June 30, 1980.

TABLE 1 (Cont'd)
KEY INDUSTRIES HARDEST HIT IN WORLD MARKETS

	Ranked by Size of U.S. Exports Percent of World Exports		
	1962	1970	1979
Motor Vehicles	22.6%	17.5%	13.9%
Aircraft	70.9	66.5	58.0
Organic Chemicals	20.5	25.7	15.0
Telecommunication Apparatus	28.5	15.2	14.5
Plastic Materials	27.8	17.3	13.0
Machinery and Appliances (non-elec)	27.9	24.1	19.6
Medical and Pharmaceutical Prod.	27.6	17.5	16.9
Metal Working Machinery	32.5	16.8	21.7
Agricultural Machinery	40.2	29.6	23.2
Hand or Machine Tools	20.5	19.1	14.0
Textile and Leather Machinery	15.5	9.9	6.6
Railway Vehicles	34.8	18.4	11.6
Housing Fixtures	22.8	12.0	8.1

Source: Business Week, June 30, 1980.

When confronted with this declining competitive position, top management of U.S. corporations has been extremely willing to externalize the blame. In spite of the efforts of the current administration, they continue to complain about inadequate industrial policies, an increasingly regulated and hostile environment, the decreased savings potential available to the private sector as a result of massive government borrowings, and a taxation policy that creates a strong disincentive to save. In addition, the strong competitive position of Japanese business has been particularly singled out and attributed to the:

(a) heavy subsidies provided by the Japanese government to industry,
(b) high debt-equity ratios that effectively lower the cost of capital to Japanese business,
(c) reluctance of the Japanese government to endorse income redistribution policies such as social security and welfare which are vigorously pursued by the U.S. government,
(d) protectionist policies followed by the Japanese government,
(e) reconstruction of Japanese manufacturing facilities following World War II,
(f) ability of the Japanese government to devote more resources to the industrial as opposed to the defense sector in the absence of the considerable defense commitments of the U.S. Government.[7]

Interestingly, there is compelling evidence which indicates that none of the above factors have provided Japanese businesses with the type of competitive advantage that their American counterparts assume.[8] Futhermore, the distinct competitive advantage possessed by the German businesses would still remain unexplained as, apparently, they do not even enjoy the type of privileges that U.S. business executives like to attribute to the Japanese.

These complaints and assertions have resulted in the development of a national climate which allows for the continued existence of inefficient firms (Chrysler), and provides mechanisms to protect industries such as steel and automoblies from the ravages of intense European and Japanese competition. Furthermore, such actions have created a climate that decreases the motivation to be competitive and results in the request for government intervention and assistance whenever competition becomes too severe. [9,10,11] While it cannot be denied that there are some external factors that have helped create the current lack of competitiveness of American industry, it is also true that there are a number of internal factors that have compounded the problem despite the repeated assertions by U.S. corporations that they are not to blame. It is the position of this paper that much of the blame, in fact, results from the 'mind-sets' and myopic view of U.S. executives to certain organizational and world business processes. These will be examined in greater detail in the remaining sections of the paper.

The Creation of 'Failure of Success' Mind Sets

It is the fundamental contention of this paper that the current malaise of U.S. corporations can be found in the 'failure of success' syndrome. That is to say, the very processes that generated the tremendous success of U.S. corporations after World War II carried with it the seeds of their decline.

Specifically, it is felt that the post World War II reconstruction of the economies of Europe and Japan with American government assistance was the single, greatest factor which eventually prodded American corporations to think of foreign markets. Up to that point, the vast majority of American corporations had been content to bask in the rewards of a vast domestic market, periodically refueled by increased levels of disposable income. Even today the Department of Commerce estimates that only eight percent of U.S. firms engage in overseas marketing. [12] However, further to the point, those U.S. corporations which did become involved in overseas markets failed to develop an international perspective to their operations. Rather, products, systems and strategies that had proved workable in the domestic market were transferred abroad with little or no modification. While for the most part they found a ready acceptance abroad, their success was an illusion since it was based in large measure on a mere lack of customer options or alternatives. U.S. companies, in turn, were blinded to this fact by their own successes which further contributed to the image of the superiority of America and the American system. Increasing evidence has emerged in the last few years to indicate that U.S. executives still tend to adopt a very isolationist view of the world.[13, 14, 15] As a consequence, all strategic actions tend to be assesed predominantly in terms of the impact on the domestic market. For example, the U.S. share of the worldwide market for agricultural machinary slipped from 40% in 1962 to less than 25% in 1979. A major cause of this decline was the fact that U.S. manufacturers concentrated, myopically, on the big and expensive equipment suitable only for the U.S. as opposed to overseas markets.[16] Similarly, the U.S. auto industry chose to neglect the threat of imports for a considerable number of years preferring instead to react aggressively only to strategies adopted by one another. The net consequence of this behavior was a decreasing competitive position, not only in the international arena but even in the U.S.[17]

This isolationist view has also cost the industry dearly in terms of its unwillingness to adopt/adapt foreign technology to U.S. operations. U.S. Steel, for example, refused to seek the assistance of Japanese steel manufacturers in correcting its monstrous open hearth furnace at Gary, Indiana. Rather, it was content to operate this furnace substantially below capacity as a result of its reluctance to request assistance from Japanese steel makers. Ironically, the U.S. invented the process which the Japanese began utilizing in the 1950s.[18]

Another result of this mind set is the reluctance of U.S. executives to accept the risks associated with new technology. Thus, in a number of businesses, U.S. executives are content to milk existing technologies even though the rest of the world may have largely discarded them. An excellent example of this phenomenon was the initial reluctance, and ultimately tardy acceptance, of the front wheel drive technology by U.S. auto manufacturers. Apparently matters have to reach major crisis proportions before the executives are willing to try something new. It is felt that this is primarily due to the short term profit orientation of American business. For example, in practically all organizations, executive compensation is geared to short term profitability. As a result, executives are unwilling to adopt an innovative approach to either new technology or technology that would yield results only in the long term.[19,20]

One may also point to the increasingly conservative investment policies of American business. Few are the companies that invest in directions which have not been 'proven'. As a result, the amount of money that industry is willing to spend on basic research has dropped rapidly in recent years. There is growing fear that U.S. industry is currently living off the fruits of past basic R & D efforts, and, should current levels of funding not be considerably increased, the current position of U.S. industry as a net exporter of technology would be seriously threatened in the very near future.[21,22]

Executives of U.S. corporations have also grown accustomed to managing organizations that have a considerable degree of slack, the availability of which allowed for the absorption of organizational errors.[23] Interestingly, the reduction of this condition witnessed in the late seventies has created numerous problems for U.S. managers. In contrast, German and Japanese system exeuctives who had developed mechanisms to cope with little or no slack are better suited to cope with today's competitive environment. Their products and processes are engineered to the limit, and generally tend to be more efficient. In a resource declining world, these have proven to be in great demand in contrast to American products and processes that have been engineered for a resource rich environment.

Cultural Insensitivity

There are a number of other collateral factors which collectively fall within an area best described as cultural insensitivity. For example, top management seems to have a very ill-defined concept of its business, and whenever the definition appears precise, it tends to be myopic. For instance, when U.S. companies bid on projects in the developing countries they generally pool their resources so that they can bid on the project as a whole. This generates considerable energies which lead to lower costs and more efficient operations. Also, host country governmental agencies tend to favor this approach since they can exercise better control and more clearly identify the responsible authority for the project. This strategy has enabled the Japanese companies to be extremely competitive and has cost the U.S. companies dearly. Granted that there are regulations such as the

Sherman Antitrust Act which present impediments to such collaborative behavior, it is felt that American business has not fully explored alternative approaches. Rather, in this instance they appear determined to pursue a path of rugged individualism in the face of their competitors' successes. Probably the only U.S. industry which has gone to some lengths to accommodate the desires of their trading partners and their governments is the airline industry. For example, in the vast majority of new contracts signed by Boeing, efforts have been made to subcontract a portion of the work to the buyer nations. This has eased the problems associated with making sales of high-technology, high cost aircraft. Bechtel is another U.S. company that has generally not conformed to U.S. business norms and has successfully executed a number of projects involving different specialites.[24]

More specific examples of cultural insensitivity can be demonstrated in a number of different areas from marketing to management. For instance, U.S. auto manufacturers have been extremely vocal in their criticism of the Japanese government's barriers to importation of automobiles into Japan. However, a recent study indicated that U.S. companies have made little or no effort to meet even the most basic requirements of Japanese consumers. For example, cars have not been suitably modified for driving on the left side of the road, the attitude apparently being that, "If it's good enough for us, it's good enough for you". Another study indicated that one of G.M.'s new X cars imported into Japan could not be sold prior to some 150 major and minor defects being corrected. A collateral study stated that almost all U.S. automobiles imported into Japan had to be thoroughly repainted prior to being offered for sale in order to meet the rigid requirements of Japanese consumers.[25] In contrast, Japanese automobiles imported into the U.S. not only meet or exceed all Federal regulations, but are considered to be excellent values by consumers—as evidenced by the willingness of the consumer to pay premium prices to obtain such cars. There are numerous other instances of failure on the part of American companies to recognize cultural and country differences, all of which contribute to our declining competitive position.

An interesting sidelight to note from Table 1 is that American companies have been most successful in the international arena with products wherein individual cultural or country differences are not significantly relevant—aircraft and computers being prime examples. However, it should be noted that U.S. dominance in these categories is now also being challenged by European and Japanese companies through the development of extremely attractive financing packages for the sales of their products.

Implications

From the preceding discussion it is evident that historic domestic successes have created a mind set in U.S. corporations that is parochial, myopic and better suited to analytical problem solving than problem recognition. Accordingly, it is interesting to speculate on the significance to U.S. business in the immediate future.

To begin with, it is felt that, until U.S. corporate executives overcome their domestically oriented mindset and perceive exports and foreign markets as being an integral part of their operations, the economic fortunes of the U.S. will continue to deteriorate. In addition, the U.S. government must recognize the role of exports and foreign markets and encourage industry efforts in these directions. Since many of the larger U.S. corporations have substantial investments overseas, one cannot expect them to pay the requisite attention to exports without some direct support and encouragement from their government. Recent developments in the value of the U.S. dollar vis-a-vis most other major currencies should serve as an additional incentive to instituting remedial action.

Finally, U.S. business must respond to the need for a far greater awareness of cultural and country differences in terms of marketing and investment strategies. To this, it should be added that academicians should play a lead role in sensitizing both the government and U.S. corporations to the inherent dangers of cultural myopia, thereby providing a firm basis for a return to our former predominant position in world trade.

FOOTNOTES

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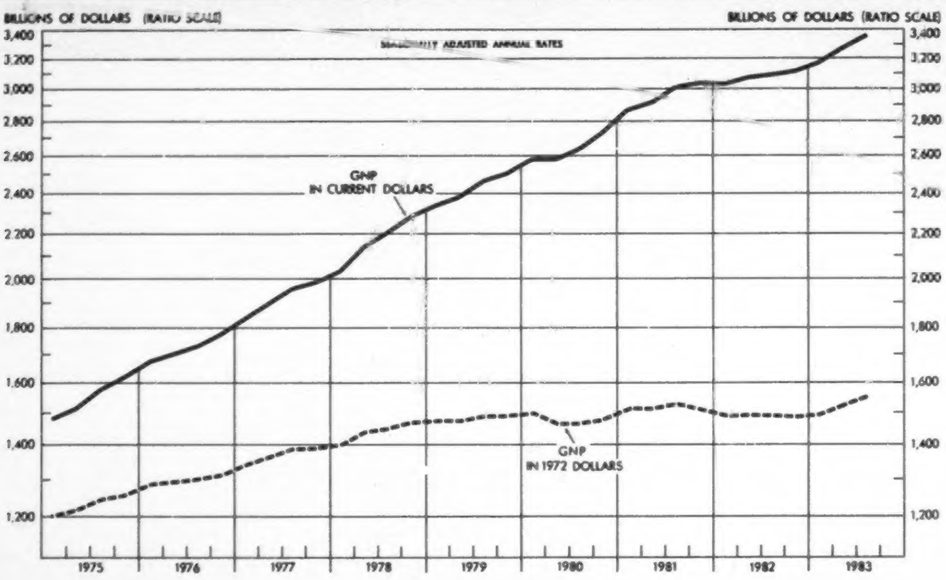
NEW AND EXPANDED INDUSTRY

Town	Firm	Product	No. of Employees
NEW			
Hickory Flat	**Plantation Furniture**	Living room, & family room furniture	150
Myrtle	**Barclay Furniture**	Living room & Den furniture	65
West Point	**Blazon Tube Operations**	Metal tubing for exhaust pipes & cyclone fencing	25
EXPANDED			
Houston	**Franklin Manufacturing**	Furniture	28
New Albany	**Benchcraft**	Furniture	165
Ripley	**Benchcraft**	Swivel wingback & Modular furniture	75

Gross National Product, October, 1983

According to preliminary estimates for the third quarter, gross national product rose $91.3 billion or 11.6 percent, both at annual rates. Real output (GNP adjusted for price changes) rose 7.9 percent (annual rate) and the implicit price deflator rose at a 3.4 percent annual rate.



SOURCE: DEPARTMENT OF COMMERCE

COUNCIL OF ECONOMIC ADVISERS

[Billions of current dollars; quarterly data at seasonally adjusted annual rates]

Period	Gross national product	Personal consumption expenditures	Gross private domestic investment	Exports and imports of goods and services			Government purchases of goods and services					Final sales
				Net exports	Exports	Imports	Total	Federal			State and local	
								Total	National defense	Non-defense		
1971	1,077.6	672.2	166.4	4.1	68.8	64.7	234.9	96.2	70.2	26.0	138.7	1,070.0
1972	1,185.9	737.1	195.0	.7	77.5	76.7	253.1	101.7	73.1	28.5	151.4	1,175.7
1973	1,326.4	812.0	229.8	14.2	109.6	95.4	270.4	102.0	72.8	29.1	168.5	1,307.9
1974	1,434.2	888.1	228.7	13.4	146.2	132.8	304.1	111.0	77.0	33.9	193.1	1,420.1
1975	1,549.2	976.4	206.1	26.8	154.9	128.1	339.9	122.7	83.0	39.7	217.2	1,556.1
1976	1,718.0	1,084.3	257.9	13.8	170.9	157.1	362.1	129.2	86.0	43.2	232.9	1,706.2
1977	1,918.3	1,204.4	324.1	−4.0	182.7	186.7	393.8	143.4	92.8	50.6	250.4	1,895.3
1978	2,163.9	1,346.5	386.6	−1.1	218.7	219.8	431.9	153.6	100.3	53.3	278.3	2,137.4
1979	2,417.8	1,507.2	423.0	13.2	281.4	268.1	474.4	168.3	111.8	56.5	306.0	2,403.5
1980	2,631.7	1,668.1	401.9	23.9	338.8	314.8	537.8	197.0	131.2	65.9	340.8	2,641.5
1981	2,954.1	1,857.2	474.9	26.3	368.8	342.5	595.7	229.2	154.0	75.2	366.5	2,935.6
1982	3,073.0	1,991.9	414.5	17.4	347.6	330.2	649.2	258.7	179.4	79.3	390.5	3,097.5
1981: III	3,004.9	1,886.1	495.8	22.8	367.5	344.7	600.3	232.4	154.9	77.5	367.9	2,971.4
IV	3,032.2	1,904.1	476.2	29.2	371.0	341.7	622.8	248.5	166.7	81.8	374.3	3,017.9
1982: I	3,021.4	1,938.9	422.9	29.9	358.4	328.5	629.8	249.7	168.1	81.7	380.0	3,047.1
II	3,070.2	1,972.8	432.5	33.3	364.5	331.2	631.6	244.1	175.2	68.9	387.5	3,061.4
III	3,090.7	2,008.8	425.3	.9	346.0	345.0	655.7	261.7	183.6	78.1	394.0	3,095.6
IV	3,109.6	2,046.9	377.4	5.6	321.6	316.1	679.7	279.2	190.8	88.5	400.5	3,165.9
1983: I	3,171.5	2,073.0	404.1	17.0	326.9	309.9	677.4	273.5	194.4	79.1	404.0	3,210.9
II	3,272.0	2,147.0	450.1	−8.5	327.1	335.6	683.4	273.7	199.4	74.3	409.7	3,286.6
III ᵖ	3,363.3	2,186.5	501.0	−25.9	339.2	365.1	701.8	281.2	205.8	75.4	420.6	3,351.5

Source: Department of Commerce, Bureau of Economic Analysis.

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	October 1983	Sept. 1983	October 1982
Retail Sales	159.1	162.0	148.7
Electric Sales*	——	——	——
Gasoline Gallonage	152.4	158.9	140.8
Loans of Savings & Loans Institutions	300.1	262.5	15.5

*Could not be indicated-TVA figures not available.

Sales Indicated By Sales Tax Collections During October, 1983 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Adams	1,590	38,153	Hancock	516	12,766	Lowndes	1,776	42,603	Simpson	461	11,163
Alcorn	888	24,447	Harrison	4,541	111,048				Smith	163	4,462
Amite	138	3,268	Hinds	10,343	278,095	Madison	1,062	34,857	Stone	180	4,124
Attala	377	10,015				Marion	641	15,461			
			Holmes	276	6,749	Marshall	380	8,921	Sunflower	664	31,564
Benton	53	1,139	Humphreys	294	7,667	Monroe	840	23,145			
Bolivar	920	22,911				Montgomery	202	5,137	Tallahatchie	215	4,920
			Issaquena	23	856				Tate	350	8,434
Calhoun	272	6,792	Itawamba	276	8,140	Neshoba	466	11,837	Tippah	357	10,677
Carroll	80	1,841				Newton	361	9,138	Tishomingo	313	8,466
Chickasaw	313	7,477	Jackson	2,385	62,692	Noxubee	174	4,769	Tunica	166	3,939
Choctaw	74	1,340	Jasper	249	5,331						
Claiborne	315	7,700	Jefferson	83	1,947	Oktibbeha	812	18,724	Union	369	10,160
Clarke	212	5,212	Jeff Davis	205	4,902						
Clay	384	10,446	Jones	2,107	51,051	Panola	594	14,480	Walthall	207	4,862
Coahoma	887	21,791				Pearl River	646	14,848	Warren	1,502	35,957
Copiah	384	9,106	Kemper	89	419	Perry	377	18,306	Washington	1,967	49,409
Covington	417	9,907				Pike	1,119	25,662	Wayne	403	9,134
			Lafayette	663	15,552	Pontotoc	353	9,663	Webster	148	3,536
DeSoto	991	27,257	Lamar	394	9,989	Prentiss	392	10,714	Wilkinson	185	4,591
			Lauderdale	2,533	66,314				Winston	320	7,849
Forrest	2,478	66,951	Lawrence	147	3,225	Quitman	172	4,169			
Franklin	129	3,750	Leake	326	8,129				Yalobusha	189	4,249
			Lee	2,524	75,427	Rankin	2,104	62,116	Yazoo	617	17,061
George	226	5,127	Leflore	1,119	29,020						
Greene	90	2,054	Lincoln	810	20,521	Scott	466	11,193			
Grenada	605	17,034				Sharkey	146	3,344	State Total	67,321	1,769,831

Mississippi Agriculture Report
October, 1983

The October 15, 1983 Index of Prices Received by Mississippi farmers for all commodities was down 2 points, (2 percent) at 119 percent of its January-December 1977 average.

An increase in soybean and cottonseed prices was responsible for the 3 point (3 percent) rise in the All Crops Index leaving it at 115 percent of its January-December 1977 average.

Decreases in beef cattle and broiler prices were responsible for the 10 point (7 percent) decline in the Livestock Products Index leaving it at 124 percent of its January-December 1977 average.

The October ratio of prices received by Mississippi farmers to U.S. prices paid was 74 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for October was 161, unchanged from mid-September.

PRICES RECEIVED AND PAID BY FARMERS—MISSISSIPPI

COMMODITY	UNIT	Oct 15 1982	Oct 15 1983 [3]	Oct 15 1983
		Dollars		
PRICES RECEIVED				
Rice [4]	Cwt.	7.63	8.48	8.21
Sweet potatoes	Cwt.	6.00	11.20	10.50
Soybeans	Bu.	5.30	8.64	8.36
Cotton [4]	Lb.	.615	.663	.613
Cottonseed	Ton	65.00	[7]	165.00
Hogs [4]	Cwt.	55.80	44.10	40.30
Cows	Cwt.	34.70	34.20	33.20
Steers & Heifers	Cwt.	51.60	51.00	50.50
Beef Cattle	Cwt.	40.50	38.80	38.00
Calves	Cwt.	55.70	52.60	52.90
Milk Cows [1]	Head	1,060.00	[6]	960.00
All Milk, Whsl.	Cwt.	14.60	14.80	14.90
Fluid	Cwt.	14.70	14.90	——
Mfg.	Cwt.	12.60	12.60	——
Comm. Broilers [2]	Lbs.	.255	.350	.285
Eggs	Doz.	.493	.593 [5]	.662 [5]
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	10.50	12.00	12.50
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.50	11.50	13.00
Cottonseed Meal, 41% Protein	Cwt.	11.00	13.50	14.50
Soybean Meal, 44% Protein	Cwt.	12.00	15.00	15.50
Dairy Feed, 16% Protein	Ton	166.00	192.00	210.00
Chick Starter	Ton	170.00	215.00	210.00
Laying Feed	Ton	160.00	205.00	195.00
Broiler Grower	Ton	180.00	210.00	195.00

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[1] Animals sold for dairy herd replacement only. [2] Liveweight equivalent. [3] Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. [4] U.S. Price. [5] Market (table) eggs, including eggs sold retail by producers. [6] Prices published January, April, July and October. [7] Insufficient sales.

SOURCE: Mississippi Crop and Livestock Reporting Service.

Cash Receipts from Farm Marketings, Mississippi, 1980-1982

	1980 1/	1981 1/	1982 2/	1982 Value Percent of Total
	Thousand Dollars			Percent
Livestock and Products	893,189	865,724	943,162	38.8
Cattle and Calves	287,519	205,687	267,390	11.0
Hogs	40,127	45,612	56,954	2.3
Dairy Products	111,645	123,007	127,262	5.2
Broilers	304,128	328,123	336,657	13.9
Eggs	90,283	103,943	85,950	3.5
Farm Chickens	4,071	4,758	4,108	.2
Other Livestock and Poultry	55,416	54,594	64,841	2.7
Crops	1,343,038	1,344,857	1,488,133	61.2
Rice	101,577	132,977	138,808	5.7
Wheat	30,646	80,062	124,951	5.2
Hay	6,568	7,753	9,153	.4
Corn	1,115	2,191	1,827	.1
Sorghum Grain	2,397	5,156	8,868	.4
Cotton Lint	440,133	509,422	611,745	25.2
Cottonseed	55,974	45,812	40,224	1.7
Soybeans	623,890	466,450	463,510	19.1
Peanuts	1,544	3,501	3/	—
Sweetpotatoes	3,481	4,942	4,223	.2
Cucumbers	345	512	4/	—
Watermelons	3,043	3,366	4/	—
Misc. Vegetables	11,736	22,628	25,096	1.0
Fruits and Nuts				
Pecans	3,258	4,294	3,272	.1
Peaches	466	456	763	*
Other Fruits & Nuts	626	1,223	1,608	.1
Other Crops				
Forest Products	40,000	38,000	38,000	1.6
Greenhouse/Nursery	15,000	15,000	15,000	.6
Other Field Crops	1,239	1,112	1,085	*
ALL COMMODITIES	2,236,227	2,210,581	2,431,295	100.0 5
GOVERNMENT PAYMENTS	18,770	19,522	103,929	
TOTAL INCLUDING GOVERNMENT PAYMENTS	2,254,997	2,230,103	2,535,224	
Value of Products Consumed on Farms Where Produced	21,611	17,859	21,022	
Cash Receipts Plus Government Payments Plus Home Consumption	2,276,608	2,247,962	2,556,246	

1/Revised. 2/Preliminary. 3/Included in other field crops. 4/Included in misc. vegetables. 5/Some percentages have been rounded off. * Less than .1 percent.

SOURCE: Mississippi Crop and Livestock Reporting Service.

Financial Transactions, Regional and United States, from Banks and S & L's, October, 1983

$millions	OCT. 1983	SEPT. 1983	OCT. 1982	ANN. % CHG.		OCT. 1983	SEPT. 1983	OCT. 1982	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,296,224	1,293,811	1,186,892	+ 11	Savings & Loans				
Demand	307,679	305,188	301,655	+ 2	Total Deposits	611,988	600,934	539,981	+ 13
NOW	82,869	83,927	63,409	+ 31	NOW	17,937	17,884	12,082	+ 48
Savings	346,081	343,473	152,852	+ 126	Savings	179,480	178,787	94,942	+ 89
Time	596,634	596,244	703,648	− 15	Time	417,949	407,906	434,435	− 4
Credit Union Deposits	60,914	60,852	51,302	+ 19		AUG	JUL	AUG	
Share Drafts	5,461	5,478	3,673	+ 49	Mortgages Outstanding	473,294	469,215	500,783	− 5
Savings & Time	50,054	50,071	43,450	+ 15	Mortgage Commitments	32,269	31,356	16,870	+ 91
SOUTHEAST									
Commercial Bank Deposits	146,532	146,004	126,388	+ 16	Savings & Loans				
Demand	35,601	35,732	34,478	+ 3	Total Deposits	84,775	83,256	79,668	+ 6
NOW	10,598	10,745	8,193	+ 29	NOW	2,898	2,878	1,953	+ 48
Savings	38,247	37,950	14,969	+ 156	Savings	22,741	22,524	12,002	+ 89
Time	65,948	65,430	72,262	− 9	Time	59,967	58,607	65,944	− 9
Credit Union Deposits	5,957	5,867	4,840	+ 23		AUG	JUL	AUG	
Share Drafts	483	475	348	+ 39	Mortgages Outstanding	66,725	66,110	69,620	− 1
Savings & Time	5,063	5,001	4,086	+ 24	Mortgage Commitments	5,008	4,772	2,779	+ 80
ALABAMA									
Commercial Bank Deposits	15,333	15,316	14,004	+ 9	Savings & Loans				
Demand	3,734	3,914	3,602	+ 4	Total Deposits	5,158	5,103	4,573	+ 13
NOW	957	950	715	+ 34	NOW	146	147	104	+ 40
Savings	3,141	3,130	1,585	+ 98	Savings	875	869	563	+ 55
Time	8,066	7,929	8,633	− 7	Time	4,182	4,147	3,926	+ 7
Credit Union Deposits	914	904	855	+ 7		AUG	JUL	AUG	
Share Drafts	87	86	68	+ 28	Mortgages Outstanding	3,704	3,669	3,917	− 5
Savings & Time	780	777	711	+ 10	Mortgage Commitments	257	216	44	+ 484
FLORIDA									
Commercial Bank Deposits	51,173	50,900	41,218	+ 24	Savings & Loans				
Demand	12,418	12,450	12,096	+ 3	Total Deposits	53,080	52,319	48,132	+ 10
NOW	4,405	4,452	3,568	+ 23	NOW	2,033	2,031	1,320	+ 54
Savings	17,598	17,442	6,336	+ 178	Savings	15,647	15,480	8,037	+ 95
Time	17,864	17,655	20,304	− 12	Time	35,725	35,177	38,794	− 8
Credit Union Deposits	2,602	2,551	2,167	+ 20		AUG	JUL	AUG	
Share Drafts	242	237	187	+ 29	Mortgages Outstanding	39,386	38,992	39,337	− 0
Savings & Time	2,057	2,023	1,686	+ 22	Mortgage Commitments	3,329	3,250	2,235	+ 49
GEORGIA									
Commercial Bank Deposits	21,380	21,129	17,840	+ 20	Savings & Loans				
Demand	6,965	6,796	6,187	+ 13	Total Deposits	7,809	7,752	9,957	− 22
NOW	1,426	1,456	1,197	+ 19	NOW	227	229	230	− 1
Savings	4,770	4,709	1,680	+ 184	Savings	1,765	1,772	1,200	+ 47
Time	9,332	9,199	9,680	− 4	Time	6,107	5,914	8,648	− 29
Credit Union Deposits	1,363	1,344	887	+ 54		AUG	JUL	AUG	
Share Drafts	72	70	36	+ 100	Mortgages Outstanding	8,156	8,084	8,885	− 8
Savings & Time	1,203	1,189	803	+ 50	Mortgage Commitments	533	501	182	+ 193
LOUISIANA									
Commercial Bank Deposits	24,904	24,958	22,870	+ 9	Savings & Loans				
Demand	5,734	5,847	5,883	− 3	Total Deposits	8,882	8,435	7,978	+ 11
NOW	1,373	1,404	1,112	+ 23	NOW	190	178	124	+ 53
Savings	5,317	5,242	2,464	+ 116	Savings	2,403	2,362	1,263	+ 90
Time	13,007	13,020	13,961	− 7	Time	6,374	5,982	6,620	− 4
Credit Union Deposits	199	196	161	+ 24		AUG	JUL	AUG	
Share Drafts	23	23	11	+ 109	Mortgages Outstanding	7,723	7,643	7,404	+ 4
Savings & Time	194	191	152	+ 28	Mortgage Commitments	623	541	192	+ 224
MISSISSIPPI									
Commercial Bank Deposits	11,484	11,550	10,437	+ 10	Savings & Loans				
Demand	2,398	2,408	2,347	+ 2	Total Deposits	2,543	2,417	2,485	+ 2
N O W	785	819	591	+ 33	NOW	92	91	60	+ 53
Savings	2,420	2,429	744	+ 225	Savings	506	488	236	+ 114
Time	6,223	6,228	6,991	− 11	Time	1,976	1,864	2,210	− 11
Credit Union Deposits	N.A.	N.A.	N.A.			AUG	JUL	AUG	
Share Drafts	N.A.	N.A.	N.A.		Mortgages Outstanding	2,020	2,002	2,100	− 4
Savings & Time	N.A.	N.A.	N.A.		Mortgage Commitments	55	49	22	+ 150
TENNESSEE									
Commercial Bank Deposits	22,259	22,151	20,019	+ 11	Savings & Loans				
Demand	4,352	4,318	4,363	− 0	Total Deposits	7,303	7,230	6,543	+ 12
NOW	1,652	1,664	1,010	+ 64	NOW	210	202	115	+ 83
Savings	5,001	4,998	2,160	+ 132	Savings	1,545	1,553	703	+ 120
Time	11,446	11,339	12,693	− 10	Time	5,603	5,523	5,746	− 2
Credit Union Deposits	879	872	770	+ 14		AUG	JUL	AUG	
Share Drafts	59	59	46	+ 28	Mortgages Outstanding	5,736	5,720	5,977	− 4
Savings & Time	829	821	734	+ 13	Mortgage Commitments	211	215	104	+ 103

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total. N.S. = fewer than four institutions reporting.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight, November 15, 1983.

Food Stamp Participation
By County, October, 1983

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $132.24)	Number of Persons[3] (Average Allotment $41.63)	Coupon Value[4] (Average Per Meal $.46)
Adams	2,923	8,495	371,704
Alcorn	2,087	5,323	220,424
Amite	909	3,197	119,041
Attala	1,664	5,086	197,746
Benton	762	2,732	102,880
Bolivar, E	3,086	11,373	464,508
Bolivar, W	994	4,187	169,147
Calhoun	962	2,594	95,437
Carroll	776	2,310	83,413
Chickasaw, E	384	1,092	38,109
Chickasaw, W	671	1,919	66,553
Choctaw	706	2,016	77,115
Claiborne	1,201	3,920	172,654
Clarke	1,187	3,285	132,293
Clay	1,561	5,045	210,524
Coahoma	3,731	13,409	569,864
Copiah	1,954	6,216	270,208
Covington	1,277	4,211	164,160
DeSoto	1,986	6,862	266,573
Forrest	4,283	11,870	536,006
Franklin	859	2,405	99,321
George	1,193	3,705	162,683
Greene	942	2,857	126,245
Grenada	1,227	3,892	156,012
Hancock	1,795	5,124	231,535
Harrison	5,790	17,998	807,962
Hinds	13,924	42,592	1,917,756
Holmes	3,355	11,322	488,948
Humphreys	1,106	4,285	168,662
Issaquena	231	865	33,045
Itawamba	832	2,081	74,718
Jackson	5,299	17,334	858,926
Jasper	1,174	3,779	141,680
Jefferson	937	3,038	113,394
Jeff Davis	1,281	4,031	161,871
Jones	2,840	8,147	317,694
Kemper	715	2,334	85,145
Lafayette	1,143	3,367	124,972
Lamar	1,592	4,634	197,080
Lauderdale	3,787	11,417	496,410
Lawrence	914	2,740	108,712
Leake	1,866	5,375	216,584
Lee	2,139	5,747	226,692
Leflore	3,165	11,433	455,798
Lincoln	2,142	6,473	270,863
Lowndes	2,659	8,687	366,212
Madison	3,534	12,533	537,755
Marion	1,644	5,242	218,397
Marshall	3,076	10,716	439,407
Monroe	1,855	5,744	232,880
Montgomery	1,344	3,752	146,769
Neshoba	1,539	4,431	167,202
Newton	1,186	3,354	128,175
Noxubee	1,553	5,297	213,056
Oktibbeha	2,011	6,192	270,961
Panola	2,455	9,161	361,336
Pearl River	1,966	5,754	259,051
Perry	1,037	2,899	119,827
Pike	2,436	7,436	312,258
Pontotoc	1,121	2,813	98,875
Prentiss	1,249	3,308	124,715
Quitman	1,298	4,945	194,677
Rankin	2,097	6,320	248,273
Scott	1,537	4,715	183,209
Sharkey	949	3,957	149,608
Simpson	1,354	3,990	157,007
Smith	797	2,357	83,459
Stone	699	2,280	98,705
Sunflower	2,735	11,140	435,652
Tallachatchie	1,827	7,147	276,250
Tate	1,509	4,719	183,151
Tippah	1,339	3,735	142,210
Tishomingo	1,057	2,506	98,950
Tunica	1,311	5,057	200,967
Union	1,136	3,098	112,464
Walthall	1,166	3,894	155,693
Warren	2,921	8,687	381,279
Washington	6,141	21,617	954,112
Wayne	1,851	5,667	234,480
Webster	708	1,865	73,665
Wilkinson	1,058	3,285	124,673
Winston	1,854	5,668	221,524
Yalobusha	968	2,861	107,043
Yazoo	2,649	8,815	369,272
State Total	162,975	517,761	21,552,274

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($41.63) by total number of average meals a month (90)

GENERAL FUND

Comparing July 1, 1983-October 31, 1983

	October 1983	October 1982
Sales Tax	$39,689,903(1)	$38,533,481
Use & Wholesale Compensating Tax	8,297,082 (2)	6,825,198
Individual Income Tax	24,948,752	19,952,310
Corporate Tax	4,079,932	2,985,352
Tobacco Tax	2,365,578	2,449,265
ABC Division	2,562,225	2,656,727
Beer & Wine Tax	1,894,422	1,793,828
Oil Severance Tax	3,944,736	4,658,348
Estate Tax	840,756	312,871
Statewide Privilege Tax	19,798	23,812
Installment Loan Tax	520,334	226,681
Gas Severance Tax	2,867,201	3,119,791
Insurance Premium Tax	2,758,612	149,981
Auto Tag Fees	335,364	303,310
Auto Privilege Tax	160,712	214,206
Title Fees	108,722	99,057
Petroleum Tax	483,677	417,486
Admission Tax	47,292	16,496
Timber Severance Tax	——	40,471
Slot Vending Tax	7,696	5,355
Pulpwood Scaling Fees	7,884	6,263
Fire Marshal Fees	2,190	37,900
Freeport Warehouse Tax	10	——
Aircraft Registration Fees	19	——
Int. on Direct Deposits	53,000	——
Tax Commission Transfer to Gen. Fund	$95,995,896	$84,828,189
Tax Comm. Special Fund Transfers	38,127,904	34,617,441
Tax Commission Total Transfers	$134,123,800	$119,445,630

(1) 2% Discount allowed and not included-$563,531

(2) 2% Discount allowed and not included-$ 81,759

Tax Commission Cash Balance October 31, 1983-$27,449,580

Tax Commission Cash Balance October 31, 1982-$15,987,805

COLLECTIONS
With July 1, 1982-October 31, 1982

		Increase or Decrease over Prior Year	
7/1/83 to 10/31/83	7/1/82 to 10/31/82	Amount	Percent
$162,389,447 (1)	$163,184,600	$(795,153)	(0.49)
31,860,518 (2)	29,786,954	2,073,564	6.96
85,557,690	76,625,191	8,932,499	11.66
32,573,129	34,818,662	(2,245,533)	(6.45)
9,590,871	10,291,546	(700,675)	(6.81)
9,349,890	8,745,514	604,376	6.91
8,223,202	7,947,231	275,971	3.47
15,704,369	17,795,086	(2,090,717)	(11.75)
2,631,465	2,569,645	61,820	2.41
23,885	112,687	(88,802)	(78.80)
1,007,263	809,564	197,699	24.42
11,755,637	12,434,131	(678,494)	(5.46)
14,133,767	20,561,760	(6,427,993)	(31.26)
1,264,588	949,340	315,248	33.21
730,889	675,757	55,132	8.16
432,659	391,088	41,571	10.63
1,768,877	1,669,928	98,949	5.93
143,108	113,287	29,821	26.32
43,569	169,166	(120,597)	(73.46)
19,096	23,358	(4,262)	(18.25)
38,853	15,635	23,218	148.50
53,350	84,633	(31,283)	(36.96)
10	20	(10)	(50.00)
514	-0-	514	——
196,980	-0-	196,980	——
$389,493,623	$389,769,783	$(276,160)	(0.07)
165,714,153	149,384,846	16,329,307	10.93
$555,207,776	$539,154,629	$16,053,147	2.98

(1) 2% Discount allowed and not included-$2,299,034

(2) 2% Discount allowed and not included-$287,624

Southeast Regional Economic Indicators, August, 1983

	NONFARM EMPLOYMENT			UNEMPLOYMENT RATE			PLANE PASSENGER ARRIVALS		
	thousands			percent			thousands		
	Aug. 1983	Jul. 1983	Annual % Change	Aug. 1983	Jul. 1983	Aug. 1982	Aug. 1983	Jul. 1983	Annual % Change
ALABAMA	1,312.4	1,319.2	0	12.2	13.2	15.3	115.9	116.6	+ 8
Birmingham	331.7	333.4	0	11.5	11.9	15.5	54.4	55.0	+ 5
Huntsville	131.0	131.1	+ 3	8.9	10.7	11.7	22.6	21.5	+ 7
Mobile	145.6	148.3	− 1	14.4	14.4	14.8	22.5	23.6	+ 8
Montgomery	103.0	101.6	0	10.2	10.7	12.4	16.3	16.5	+21
FLORIDA	3,783.2	3,810.4	+ 3	8.2	8.2	7.8	*n.a.	2,083.3	——
Daytona Beach	83.6	83.9	+ 2	6.0	6.3	5.8	20.2	22.2	− 1
Ft. Lauderdale	354.4	359.6	+ 0	6.7	6.7	6.2	196.1	188.3	− 2
Jacksonville	304.5	310.1	+ 1	7.2	6.8	6.2	101.8	91.8	+13
Melbourne	114.1	114.7	+ 5	7.3	7.5	6.9	48.5	50.0	+161
Miami*	723.0	728.3	+ 1	9.1	9.1	8.8	*n.a.	906.8	——
Orlando*	323.4	323.4	+ 5	6.6	6.7	6.3	*n.a.	340.9	——
Sarasota	77.4	77.5	+ 5	5.2	5.4	6.5	48.5	47.8	+ 5
Tallahassee	75.1	74.1	− 1	4.7	4.6	4.7	25.1	23.7	+ 7
Tampa-St. Pete	590.6	591.0	+ 3	6.8	6.9	6.9	295.5	294.2	+ 0
West Palm Beach	217.8	219.8	+ 3	10.2	9.5	8.5	118.2	117.5	+15
GEORGIA	2,246.2	2,236.7	+ 2	7.0	7.4	7.5	1,648.3	1,641.8	+ 9
Atlanta	1,030.9	1,026.7	+ 2	6.0	6.0	6.2	1,592.1	1,584.7	+ 9
Augusta	122.6	122.2	0	8.8	9.2	9.2	14.1	14.0	+25
Columbus	81.6	80.8	+ 1	7.7	8.0	9.4	7.9	8.7	+10
Macon	99.5	98.9	+-						
			10	7.2	7.8	6.9	5.1	5.0	+11
Savannah	88.8	87.4	+ 2	8.3	9.0	8.1	30.0	29.3	+22
LOUISIANA	1,577.0	1,583.0	− 2	12.0	12.6	10.8	279.3	276.1	+ 2
Baton Rouge	205.1	205.1	+ 1	10.2	10.9	9.8	25.6	27.1	+16
New Orleans	500.4	505.8	− 2	10.8	11.0	9.6	253.7	249.0	+ 1
MISSISSIPPI	776.8	783.0	− 1	12.2	13.5	11.5	38.4	37.5	+18
Biloxi-Gulfport	61.2	62.1	− 1	12.7	13.9	9.7	6.0	6.4	+ 3
Jackson	143.6	143.9	+ 0	8.3	8.8	7.8	32.4	31.1	+21
TENNESSEE	1,679.1	1,671.5	0	10.0	10.9	11.6	161.5	154.8	+ 3
Chattanooga*	*n.a.	160.1	——	8.7	9.2	9.6	19.5	18.3	+26
Knoxville*	*n.a.	200.4	——	9.3	9.7	8.4	37.7	35.5	−12
Nashville*	n.a.	362.6	——	7.1	7.9	8.8	104.2	101.0	+ 1

	NONRESIDENTIAL BUILDING PERMITS			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS		
	Millions $, 12-mo. Rate			No. of units, 12-mo. Rate			No. of units, 12-mo. Rate		
	Aug. 1983	Jul. 1983	Annual % Change	Aug. 1983	Jul. 1983	Annual% Change	Aug. 1983	Jul. 1983	Annual % Change
ALABAMA	442.9	379.3	+10	7,645	7,179	+94	6,957	6,448	+72
Birmingham	157.1	130.2	+31	1,702	1,561	+58	1,062	976	+110
Huntsville	59.3	50.3	+30	1,596	1,481	+194	2,375	2,134	+369
Mobile	62.2	52.9	+15	888	863	+101	824	821	−31
Montgomery	31.4	29.8	−17	-	-	-	-	-	-
FLORIDA	3,742.9	3,636.4	+19	89,071	84,781	+78	76,228	70,009	+51
Daytona Beach	84.2	79.3	+37	3,531	3,220	+84	1,050	1,038	−32
Ft. Lauderdale	362.5	346.9	+25	3,552	3,355	+103	8,380	7,909	+64
Jacksonville	333.5	317.0	+24	5,302	5,088	+98	4,653	3,936	+108
Melbourne	107.7	96.7	+38	3,785	3,450	+78	1,888	1,691	+33
Miami	542.2	519.2	+17	4,397	4,278	+160	8,017	7,362	+61
Orlando	472.9	468.8	+10	10,952	10,515	+84	6,477	5,983	+92
Sarasota	78.8	79.1	+17	2,569	2,421	+73	1,869	1,809	+33
Tallahassee	28.8	27.6	−11	1,895	1,809	+82	1,059	1,241	+11
Tampa-St. Pete	586.7	570.2	+30	14,244	13,685	+83	12,281	11,183	+82
West Palm Beach	302.6	306.7	− 8	8,280	7,749	−105	7,669	7,250	+77
GEORGIA	1,186.1	1,124.6	+16	38,977	37,385	+82	22,307	21,157	+109
Atlanta	800.0	781.2	+13	26,326	25,125	+90	12,349	11,549	+100
Augusta	46.3	45.4	+ 5	2,154	2,041	+141	1,108	973	+73
Columbus	31.6	31.1	−11	514	511	+137	757	874	+118
Macon	37.4	34.6	−3	-	-	-	-	-	-
Savannah	54.0	52.3	+ 6	-	-	-	-	-	-
LOUISIANA	1,162.6	1,148.3	+32	15,615	15,954	+80	13,710	12,460	+67
Baton Rouge	235.9	232.3	+19	3,681	3,536	+142	2,820	2,776	+50
New Orleans	443.0	428.8	+41	6,079	5,749	+107	5,604	4,941	+139
MISSISSIPPI	185.7	164.8	+ 95	4,525	4,563	+48	3,928	3,104	+48
Biloxi-Gulfport	24.7	23.4	− 7	-	-	-	-	-	-
Jackson	40.6	38.4	+33	717	671	+157	283	491	− 28
TENNESSEE	751.7	730.4	+14	12,911	12,239	+106	14,065	12,031	[illegible]
Chattanooga	58.2	63.1	−12	978	955	+62	745	742	+53
Knoxville	123.9	125.8	+21	1,403	1,355	+50	724	712	−59
Nashville	220.7	210.3	+22	3,776	3,556	+166	6,028	5,870	+385

Notes: Labor Force data from Bureau of Labor of Statistic Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

* - August data not available.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, November 1, 1983.

STATE ECONOMIC INDICATORS

Indicator	October 1983[1]	Sept. 1983[2]	October 1982[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	947,800	946,900	955,700	0.1	—0.8
Non-Ag Employment	799,300	794,800	795,000	4.5	4.5
Mining	11,100	11,000	11,700	0.1	—0.6
Contract Construction	38,700	38,700	41,800	—0—	—3.1
Manufacturing	207,300	206,900	199,400	0.4	7.9
Transportation and Public Utilities	39,500	38,700	40,600	0.8	—1.1
Wholesale and Retail Trade	163,100	163,000	162,800	0.1	0.3
Finance, Insurance and Real Estate	33,100	33,100	33,000	—0—	0.1
Service	124,200	122,900	123,900	1.3	0.3
Government	182,100	180,500	181,900	1.6	0.2
Unemployment Rate (Per Cent Labor Force)	12.0	12.2	12.1	——	——
Average Weekly Earnings in Manufacturing (Dollars)	276.89	276.22	255.02	0.2	8.6
Average Hourly Earnings in Manufacturing (Dollars)	6.82	6.77	6.44	0.7	5.9
Average Weekly Hours in Manufacturing	40.6	40.8	39.6	—0.5	2.5
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,367	2,580	2,721	—8.3	—13.0
Gasoline Delivered to Dealers (gals.)[6]	114,676	126,169	105,938	—9.1	8.2
BANKING AND FINANCE (000's)					
Loans of Savings and Loan Associations[7]	48,423	45,767	2,098	5.8	169.5
Construction Loans	18,630A	14,750	——	26.3	——
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	1,231,045	2,030,873	1,774,242	——	——
RETAIL SALES (000's)[9]	1,400,481	1,432,849	1,322,921	—2.3	5.9

Indicator	July 1983	June 1983	July 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	93,142	125,328	89,294	—25.7	4.3
Cash Receipts from Marketing Livestock	77,715	89,454	58,419	—13.1	33.0
Cash Receipts from Marketing Crops	15,427	35,874	30,875	—57.0	—50.0

A No comparison can be made because of figures not available year ago.

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for June

[6] Mississippi Motor Vehicle Comptroller

[7] Federal Home Loan Bank of Dallas (Formerly of Little Rock)

[8] Mississippi Power Company, Mississippi Power and Light Company. Tennessee Valley Authority figures not available

[9] Mississippi Tax Commission

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month October	PerCent Month Ago	Change Year Ago	Current Month October	Month Ago	Year Ago
Aberdeen	47,417	8.9	9.1	——	——	——
Baldwyn	22,387	—10.3	21.6	——	——	——
Batesville	60,361	—8.2	6.4	1,237,130	176,600	326,544
Bay Springs	21,204	—5.5	0.2	——	——	——
Bay St. Louis	41,483	2.8	10.6	——	——	——
Belmont	10,628	7.0	5.2	——	——	——
Belzoni	35,981	21.4	12.8	16,000	14,000	27,500
Biloxi	291,506	—6.4	6.3	1,332,975	2,666,025	613,040
Brandon	42,814	0.8	14.5	——	——	——
Brookhaven	122,157	—1.8	8.6	——	——	——
Brooksville	2,694	—24.8	12.7	——	——	——
Canton	62,386	—1.5	14.5	——	——	——
Carthage	41,707	—11.1	5.9	87,750	33,377	77,400
Charleston	16,569	—18.7	1.4	——	——	——
Clarksdale	124,704	—8.4	4.6	266,200	104,300	294,509
Cleveland	116,637	13.5	24.9	——	——	——
Collins	28,171	—9.9	10.0	——	——	——
Columbia	93,026	—10.7	0.8	——	——	——
Columbus	260,819	3.3	17.6	722,373	3,358,135	576,120
Corinth	117,533	—1.8	2.5	481,600	605,250	76,810
Crystal Springs	22,488	—9.7	9.6	137,471	12,200	16,000
Drew	8,955	—31.0	—11.5	——	——	——
Edwards	4,835	—18.2	47.7	——	——	——
Ellisville	14,905	1.8	—7.6	——	——	——
Eupora	16,352	10.0	—8.0	——	——	——
Fayette	10,675	—8.9	—12.8	——	——	——
Forest	53,665	0.0	10.6	151,000	528,000	4,000
Greenville	398,855	48.7	81.8	——	——	——
Greenwood	151,227	—3.7	2.7	203,400	137,610	107,295
Grenada	90,975	—7.8	5.2	181,000	675,000	51,000
Gulfport	313,686	2.7	19.4	1,259,285	1,487,323	1,894,593
Hattiesburg	527,610	29.6	48.6	5,858,655	3,641,378	5,654,589
Hernando	27,204	4.5	17.8	——	——	——
Hollandale	13,393	—5.1	—0.2	——	——	——
Holly Springs	42,528	—2.6	2.2	91,705	1,300	16,000
Houston	34,696	—6.1	7.1	471,718	19,000	18,000
Indianola	53,725	—17.7	—20.6	——	——	——
Iuka	25,626	—1.1	—1.9	——	——	——
Jackson	1,591,871	2.8	14.5	10,966,186	11,588,248	10,610,848
Kosciusko	54,608	—5.7	6.1	148,000	3,000	786,722
Laurel	347,959	15.5	30.3	700,436	992,443	1,856,932
Leland	24,562	—4.8	19.7	——	——	——
Lexington	18,018	—17.0	—5.6	——	——	——
Louisville	44,393	—10.6	—1.1	49,776	47,400	224,204
Lucedale	31,425	—4.5	—10.3	80,000	25,000	202,000
Lumberton	8,737	—0—	4.3	——	——	——
Macon	16,965	—5.1	4.3	——	——	——
Magee	47,021	—3.1	11.6	——	——	——
Magnolia	10,412	3.9	18.1	——	——	——
Marks	19,904	9.3	39.0	——	——	——
McComb	137,897	—1.6	4.9	153,130	2,807,000	58,813
Meadville	5,978	—6.6	22.0	136,967	—0—	—0—
Mendenhall	20,296	—6.0	—1.9	——	——	——
Meridian	562,326	40.0	65.4	6,135,321	652,883	2,086,636
Monticello	18,660	—10.7	2.8	——	——	——
Morton	17,900	—17.0	—5.2	——	——	——
Moss Point	54,520	—1.2	12.8	434,593	192,400	156,833
Natchez	310,395	28.9	42.8	53,801	444,375	756,665
New Albany	61,314	1.8	12.9	100,455	161,950	—0—
Newton	27,512	2.6	8.0	1,070,000	218,600	36,000
Ocean Springs	70,172	—9.6	0.1	443,775	—0—	451,902
Okolona	13,441	—14.3	0.1	91,500	25,000	73,800
Oxford	101,669	2.9	5.5	1,413,075	361,604	99,200
Pascagoula	186,669	—1.5	—2.5	390,156	332,576	279,336
Pass Christian	13,820	—14.4	—[illegible]	——	——	——
Philadelphia	71,141	1.4	33.[illegible]	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month October	PerCent Month Ago	Change Year Ago	Current Month October	Month Ago	Year Ago
Picayune	83,598	−11.1	3.1	590,000	1,640,000	369,000
Pontotoc	42,624	−3.2	6.9	——	——	——
Poplarville	15,475	−4.9	−11.2	——	——	——
Port Gibson	14,976	−8.4	14.1	——	——	——
Prentiss	22,470	2.6	3.9	—0—	4,000	3,000
Quitman	24,303	−2.2	4.2	——	——	——
Raymond	4,842	18.2	−2.5	——	——	——
Richton	9,948	3.8	7.6	4,000	5,000	8,000
Rosedale	6,742	−9.4	−1.7	——	——	——
Ruleville	11,583	−7.0	1.6	——	——	——
Sardis	17,550	−6.8	7.0	—0—	2,000	4,000
Senatobia	50,518	−1.1	17.2	441,000	53,000	56,000
Shelby	11,415	8.4	25.8	——	——	——
Starkville	119,691	7.6	20.5	53,350	566,909	203,900
Summit	10,615	−27.3	8.4	——	——	——
Taylorsville	12,130	1.1	20.2	——	——	——
Tchula	2,947	−35.1	−25.7	——	——	——
Tunica	22,014	47.8	51.3	——	——	——
Tupelo	442,346	26.5	41.3	1,613,507	2,223,163	527,020
Union	15,030	−0.5	1.6	——	——	——
Utica	8,116	−14.0	−8.2	——	——	——
Vicksburg	301,077	46.5	62.5	1,565,343	314,412	614,925
Walnut Grove	1,711	37.1	−11.4	——	——	——
Water Valley	24,690	−4.8	10.0	——	——	——
Waynesboro	55,145	2.9	−7.3	74,000	57,000	82,000
West Point	59,803	8.0	17.2	209,255	151,010	123,300
Wiggins	23,426	−8.9	−0.9	—0—	65,000	31,000
Winona	30,503	−3.7	1.2	78,000	—0—	118,450
Yazoo City	63,426	−1.6	6.3	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	October 1983	September 1983	October 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	159,400	159,400	162,300	—0—	−1.8
Unemployed Persons	11,600	12,200	12,400	−5.0	−6.5
Per Cent of Labor Force	7.6	7.7	7.6	——	——
Employed Persons	147,800	147,200	149,900	0.4	−1.4
Non-Ag Wage & Salaries	126,000	125,500	128,200	0.4	−1.7
Manufacturing	19,600	19,400	19,400	1.0	—0—
CITY SALES TAX COLLECTIONS	1,652,478	1,609,749	1,443,990	2.7	14.4

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	October 1983	September 1983	October 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	69,450	70,030	69,460	−0.8	—0—
Unemployed Persons	8,640	8,890	7,000	−2.8	23.4
Per Cent of Labor Force	12.4	12.7	10.1	——	——
Employed Persons	60,810	61,140	62,460	−0.5	−2.6
Non-Ag Wage & Salaries	51,030	51,340	52,610	−0.6	−3.0
Manufacturing	9,190	9,200	9,230	−0.1	−0.4
CITY SALES TAX COLLECTIONS	619,014	633,213	552,104	−2.2	12.1

Merry Christmas and a Happy New Year from the Division of Business Research

Left to right, front - Dr. Leo Cheatham, Dr. Guy T. Peden, Director; and Dr. Robert Frnka
Left to right, back - Phil Turnquist, Loura Cartee, Diane Dendy, Janis Bryant, and Dale Adams

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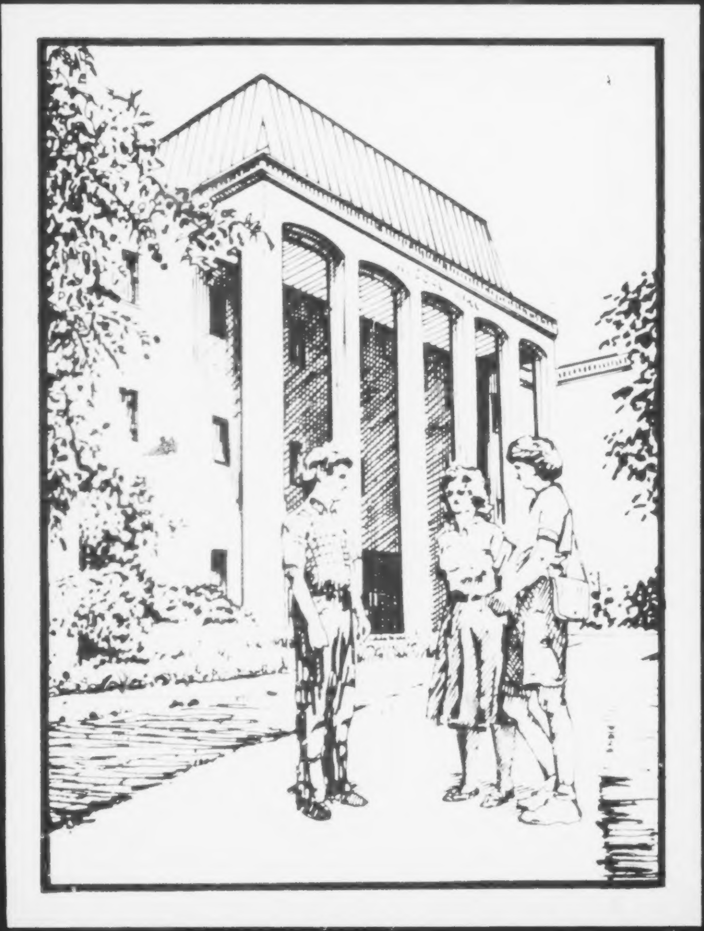

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The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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ABCER MEMBER

Structuring a National Economic Policy

By
I. Robert Parket, Ph.D.
Joseph Eisenberg, Ph.D.

Proposals calling for a national industrial policy are currently emanating from many different sources. These proposals cover the spectrum from merely recommending business deregulation, on one side, to government central planning and control on the other. In between are calls for the relief of the smokestack industries, government protection of high technology industries, and a myriad of other approaches for an industrial policy which will enable the United States to compete in the world market.

In this paper we will present a politically feasible approach designed to succeed in its objectives and, at the same time, to elict the cooperation of the involved parties. The main thrust is toward a national policy which will revitalize business and keep it strong in global markets.

THE NEED FOR BUSINESS REVITALIZATION

There is little doubt that American business must be revitalized in order for the United States economy to regain and maintain economic health. Plans, policies, goals and strategies aimed at other than business sectors, while important, only touch the top of the iceberg. The vitality of the United States economy is totally intertwined with business strength manifested through productive output and profits. In order to recapture a share of its lost domestic market, and to make inroads in the international market, American corporations must develop strategies within a national policy which will lead them through a metamorphosis and allow them to emerge as technologically superior, marketing-skilled and human-oriented business organizations.

Throughout the 1970's, American industry was inflicted with many problems and its vaunted position was allowed to decay to the point where a number of its traditional prime industries tottered on the brink of failure while foreign competitors gobbled up huge shares of the domestic market. Additionally, in order to compensate for higher United States wage costs, many American manufacturing operations were transferred overseas, further weakening a stagflated economy and a beleaguered business state.

Despite the economic recovery which began in the Spring of 1983, American industry has reached a watershed. Beset with a shrinking market and unrelenting foreign competition; American business must take advantage of the improving economic state and act to once again establish itself in the international arena or else accept that its zenith has passed. It is doubtful whether business or the American public would willingly acquiesce to this latter course as is would, no doubt, also relegate the United States to a second rate power and continue indefinitely the repeated inflation-recession cycles which have plagued the nation since 1970. One approach has been tried and two have been proposed, separately, to improve business' position:

- Many managers have utilized and plan to continue using corporate strategic planning as a means to guide them on the right path in their planning and decision-making process.
- Other executives and political figures desiring to stem the tide of foreign competition have focused on the aging United States smokestack industries and lagging produc-

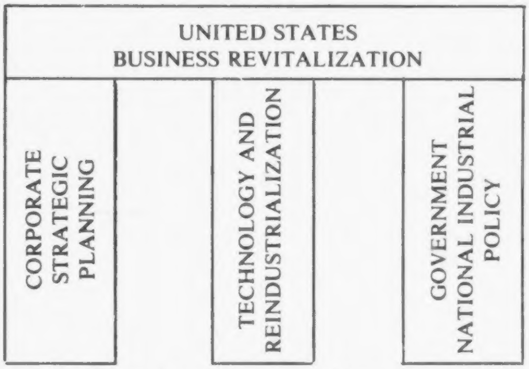
tivity. They strive for a reindustrialization of the United States.

- Still other business leaders, eager to find a solution to their dilemma, have embraced a government national industrial policy. They believe that government programs will stimulate economic growth and a business resurgence.

A JOINT STRATEGIC APPROACH

Neither corporate strategic planning, reindustrialization, nor a government national policy, alone, however, will prove sufficient to solve business' economic maladies and make American industry competitive again both in the domestic and international markets. Each, by itself, emphasizes the futility of a singular approach. A multifacted strategy combining all three approaches, on the other hand, will move toward a synergistic solution and will enhance business revitalization. (Figure 1).

FIGURE 1


UNITED STATES
BUSINESS REVITALIZATION
CORPORATE STRATEGIC PLANNING
TECHNOLOGY AND REINDUSTRIALIZATION
GOVERNMENT NATIONAL INDUSTRIAL POLICY

To bring the picture to fruition, to rejuvenate American business, the United States government, private industry, and labor must cooperatively work together to implement joint strategic planning and national industrial policy, in partnership, in order to enhance business and the economy. This paper proposes a conceptual framework for achieving a national industrial policy which will have the necessary political support of government, business and labor.

CORPORATE STRATEGIC PLANNING

THE CONCEPT OF BUSINESS STRATEGY

Managing multibusiness, multinational companies requires the development of corporate strategic planning in order to achieve long-range goals and objectives, to establish contingency plans, and to cope with alternative future environments.

The basic strategic planning process consists of:

1. Appraisal of the company's present position.
2. Analysis of the economic, business, competitive, political, social, and cultural environments.
3. Assessment of the opportunities and obstacles.
4. Formulation of corporate goals and objectives.
5. Evaluation of the company's strengths and weaknesses.
6. Development of corporate strategic plans.
7. Establishment of bench marks and formulation of a feedback system to measure progress.
8. Institution of policies and procedures to maintain control over the plan's operations.
9. Developing contingency plans to accomodate different potential environments.

Taking into account the ability of the corporation to adapt to future changes in the economic, business, social, and political environments is one of the most important parts of strategic planning. This adaption mechanism consists of forecasting and then responding to changes in the company's future operating environments, preparing for changes in the company's future business activities, and planning how the company will be managed to successfully meet the new conditions.

STRATEGIC PLANNING AND COMPETITIVE ANALYSIS

In the face of interdependence of the United States and world economies, and changes in national and international competition, it is essential for business planning and strategies to be competitively oriented. The responsiblity for making competitive analysis one of the focal points of strategic planning lies with top management and presents it with a ceaseless challenge. "In sum, as world business condition have become more difficult in recent years, the technological and international competitive environment has grown substantially tougher. To contend with this, our top management have consistently included among the three or four priority planning challenges for each year, one that deals with an important pervasive competitive threat."[1]

Competition, intraindustry and interindustry, domestic and international, within the established industrialized powers, and from developing nations, intensifies daily creating increased stresses on management. It is essential that management be alert to international competition in domestic markets and adapt to this change in the current and future economic environment.

WEAKNESSES IN CORPORATE STRATEGTIC PLANNING

It is becoming clear that many corporate strategic plans are not well conceived and may end in failure because managers often do not recognize that a sound strategic plan not only allows for change but must adapt to change. Strategic plans will fail if they are static rather than dynamic.[2]

Lack of strategic planning. The auto industry serves as an example of an industry which did not address itself to a changing environment. Negligence in strategic planning, which should have included the earlier production of quality, fuel efficient vehicles, has led to people buying imported cars with the demanded features at the rate of 28.4% of the U.S. car market.

Short-range outlook. Many U.S. companies concentrate on short-range return on investment and assign long-range strategic plans to the back burner. Short-term corporate strategies are prevalent in many industries because most companies reward those managers who achieve short-range financial goals. Today-oriented compensation does not favor innovation, risk-taking or the introduction of new technology. As an example, the energy companies are moving very slowly and hesitating toward implementing technologies for efficient and widespread use of coal, as the payoff is long-range and investment costly. It was noted at the American Petroleum Institute annual meeting, November 10, 1981, that due to the projected stability in oil prices, the "development of alternative forms of energy would likely be postponed."[3] With the official price of OPEC oil reduced to **$29 per barrel,** this situation has crystalized even further. The present is paramount, the future is being ignored.

Acquisitions. Strategic plans geared to acquisition and safety in diversification, place companies in vulnerable positions when faced with challenges from internally strong and technologically superior competitors. There is little or really no synergy between departments and divisions of many diversified organizations. It is easy to distinguish companies which have grown through unrelated acquisitions and mergers instead of achieving **internal growth** through the development of new technologies and processes. Many diversified companies are only formally combined together, with weak ties among the disparate divisions, and open to competitive attack.

Econometric Models. Many corporations' strategic plans are wedded to econometric models utilizing assumptions and relationships which have not proven effective in forecasting since the middle 1960's. Continuous updates are needed as well as nonquantitative forecasting techniques that do not rely solely on past data. Erroneous forecasts lead to miscalculations in planning for future conditions. The anticipation of and timely reaction to change is the hallmark of a successful business strategy and resultant course of action, and this requires accurate forecasts. More accurate forecasts could be achieved by combining quantitative models with qualitative environmental studies.

REINDUSTRIALIZATION

TECHNOLOGY AND PRODUCTIVITY

Although the United States possesses a high level of technological achievement in many industries, American increases in productivity are lagging behind other industrial countries. For the period 1967-1973 and 1973-1979 Japan had productivity growth of 10.4% and 4.1% respectively, Germany had a 5% growth during both periods, France had a 6.1% and 4.9% growth, whereas American productivity increased at an annual rate of 1.9% during 1967-1973 and 0.7% during 1973-1979. Output per man-hour has declined in many key industries such as motors, generators, primary aluminum and steel. The United States is still first in productivity, but it is rapidly losing its position.

American factories are behind in the introduction of new technological procedures and are not being modernized at the required pace. As an example, steel companies' modernization programs are approximately $2 billion annually, instead of the required $4.4 billion needed to achieve innovative technological progress.[4] Also, most of the investment has been to control pollution, not in modernization. At the same time, Japan and German steel plants are utilizing American technological innovations to produce 50% and 38% of their production respectively.[5] U.S. steel makers developed the basic oxygen steelmaking process which is faster and cheaper to install and more economical to operate than the open hearth process. European and Japanese producers, however, installed the process into their factories more rapidly than their American counterparts. Consequently, they made inroads into American and other markets because they could produce and supply their customers with a lower cost and better quality steel.

PRODUCTIVITY AND QUALITY

In the early 1970s, several top American corporate executives spoke out about the productivity lag which had already begun to manifest itself. As an example, Richard C. Gerstenberg, Chairman, General Motors Corporation, focused on the problems related to productivity, and stressed that management must take the risk to invest the capital needed to introduce new types of technology. He also noted, however, that capital investment, alone, cannot produce significant productivity gains without the support of labor.[6] It is apparent that management must develop novel approaches to secure labor's cooperation in improving productivity and quality.

The ability to guarantee job security appears to be an important inducement that management can offer in order to encourage worker participation in productivity enhancement. United States job tenure, however, is now less than 5 years, down 50 percent from the 1950s.[7] Compare this figure wtih Japanese life employment in one organization or with the German long-term employment. The worker who knows that his future is dependent upon improving quality and productivity, will have greater interest in his job. Labor's contribution to productivity hinges upon the relationship of management to the worker, the attitude of the worker to his job and whether management offers the worker the appropriate incentive to produce more and better.

Labor's contribution to increased productivity is a vital element in a national industrial policy, and must be coordinated with management's ability and willingness to invest in new technology, to develop strategic plans which can accommodate shifts in the environment and to be strong in all facets of industrial production and marketing. Unfortunately, however, many top executives never have been employed in production line management and have not developed adequate sensitivity in this area. Many incumbent managers are trained to analyze and respond to financial data and do not possess insight into the technical, productivity, and quality operations of their companies.

A concerted effort must be made by American corporate chairmen and presidents to convince their managers that they are serious about quality. If labor and management are both held accountable for productivity and quality—if goals are reflected in wages and bonuses—the tide will turn. Management and labor must both have a stake in the outcome.

THE NEED FOR TECHNOLOGICAL AND PRODUCTIVITY RESURGENCE IN THE U.S.

During the past decade inflation camouflaged the economic stagnation of United States industry: The reported profits of 17.3 per cent a year were widely divergent from the real growth of 3.7 percent a year.[8]

The productivity lag has become a primary source of American economic malaise and the willingness and ability of the United States to address itself to this problem as part of a national policy can determine the economic future of the nation. James A. Skidmore Jr., Chairman and President of Science Management Corp. noted in 1979, "The productivity gap is the root cause of inflation, the weakening of the dollar abroad, unemployment, the loss of world markets, and our fall from first place in the standard of living and average personal income among the nations in the world."[9]

United States exploitation of American technology, however, could give the nation a decided productivity advantage. The problem lies in failing to implement the technology as fully as the Japanese or Germans. Drucker proposes a course of action which "would be to maximize knowledge jobs, encouraging automation and the shift from blue collar workers to white coated technicians, and easing the hardships of old blue collar workers by redundancy planning. The shift to knowledge-based manufacturing is the only way to expand employment in this country without causing inflation."[10]

For the United States to be reindustrialized and technology optimally implemented into the production process, America must capitalize on its technological leadership in computers, lazer, fiber optics, genetics and energy. It must maintain its paramount position in computer technology and implement computer directed production robots and other automated manufacturing processes.

The United States is a world leader in oil exploration, development of extraction equipment (both onshore and offshore) and in advance coal mining methods. The technologies associated with the exploration, location and development of new energy resources is related to both critical tasks of reindustrializing America and alleviating future energy problems.

NATIONAL INDUSTRIAL POLICY

The United States is faced wtih a host of economic problems which were insurmountable during the decade of the seventies. Despite a patchwork quilt of attempted remedies in the late 1970s, the problems lingered and worsened during 1978-1980. The development of a comprehensive national economic policy proved and continues to prove difficult in a society which responds to political pressures. As Scott has observed, "The major weakness of national planning lies in political control of the planning process. Politics dominates economics, even in the formulation of the options to be evaluated, let alone in the selection of one particular course to be followed."[11]

Government policies with regard to business could well determine the near-future economic course of history for the United States. Despite the recovery which commenced during the Spring of 1983, America is confronted wtih economic maladies which have been developing since the 1960s. For eighteen years American corporations have been increasingly falling behind their international competitors.

The 1970s government policies regarding business did not create jobs and increase productivity and efficiency; on the contrary, they acted as disincentives. Regulation of business became more complex and demanding during the seventies hindering corporate efforts to compete in both the American and world market place. At the same time, government's failure to recognize that the times and needs had shifted and that new government policies were essential prevented the consideration of alternative approaches apart from those which had been carved into stone for many decades.

In 1981, however, evidence of government's understanding of a mutually benenficial relationship between government and business started to appear. The Reagan government and its various antitrust agencies began to recognize the new economic realities. "The force driving this shift is the new economics of global competition, stagnating productivity, slow growth and high inflation. With strong foreign competitors, especially Japan and West Germany, now grabbing big shares of such domestic markets as autos, steel, electronics and chemicals, it is becoming clear that national boundaries no longer define the real competitive market in many industries. Thus, traditional antitrust measures of economic concentration in home markets no longer seem to apply."[12]

Accordingly, antitrust action by the Justice Department and by the Federal Trade Commission are abating. "**The starting point in the shift** we're seeing in antitrust is a changed public perception," notes Irving S. Shapiro, former chairman of E. I. du Pont de Nemours & Company. "There is a growing recognition that we need big business in many industries."[13]

The traditional government and business adversarial roles must evolve into a new cooperative partnership and **joint formulation of long-range** stategies if the United States is to halt its economic decline.

The real question now is whether research and planning for a national industrial policy will be given the time to reach fruitation, or whether the political structure will dominate the economic picture.

A CONCEPTUALIZATION FOR A JOINT GOVERNMENT-BUSINESS-LABOR INDUSTRIAL POLICY

In order for business to be better prepared to adapt to new environments and at the same time to improve the United States economic climate, a partnership is required to accommodate joint strategic planning. This partnership involves the cooperation of government, business, and labor. To expect one-third of this triumvirate to execute decisive and successful plans while at odds, or even without the cooperation of the other two natural partners, (not natural antagonists as has occurred so often in the past) is to assume a unidimensional approach doomed to failure.

THE ROLE OF GOVERNMENT

Up to this point only industry has made an attempt, on its own, to design strategic plans. The United States, throughout the 1970s, lacked both strategic planning and coherent national policy for industrial development. As Scott notes, however, "National economic planning is attracting increasing interest in the United States because of the disappointing performance of the American economy since 1970 and the poor results of government efforts to effect any improvement in economic conditions. Awareness is growing that the accepted tools of macroeconomic management (mainly fiscal and monetary policy) are inadequate to solve our problems, particularly those of simultaneous unemployment and inflation."[14]

In volatile economic times, amidst a technological revolution in many industries, a haphazard approach to economic stability and growth can only lead to disaster. A strategic planning partnership between government, business, and labor is essential. A national industrial policy means different things to different people. Some see it as supporting traditional industries, others see it as protecting the emerging technologies, and yet others see it as coordinating the diverse programs which are already in effect. Extensive strategic development will be required to accommodate these diverse views and to investigate additional avenues of approach.

In our call for a national industrial policy, we do not propose French coherence planning nor Japanese national planning as the first would not be applicable to the U.S. open economy and the latter would prove ineffective because of our political system.

What we do propose is joint strategic planning with government, business, and labor formulating a national industrial policy but without the government acting as a unilateral policymaker or regulator. The realism of politics and special interests is too great to desire government to be the sole policy maker. Government should guide and coordinate; business and labor should be a part of a joint planning body working toward a common strategic policy goal. To attempt to place total emphasis on government decision-making would lead to bureaucracy and probable the inability to anticipate and respond to change which is the backbone of any strategic plan.

The immediate direction for a joint industrial policy should be the development of programs which will foster long-range business strategies to meet the ongoing technological revolution, discourage short-term management goals, enhance labor input and productivity, and retrain workers from the declining traditional industries in order for them to participate in the new high technology work force. As an example, a strategic plan should be developed marrying the liberal Reagan business depreciation allowances to corporate investment in new technologies.

THE ROLE OF BUSINESS

The economic ship of a Twentieth Century industrialized nation cannot be guided through stormy waters by a faint singular beacon of light. There is no one simple solution. There is no singular approach which will alleviate a situation, existing for more than a decade, during which the nation has been allowed to meander in an economic maze. Short-term solution, stop-gap fighting fires will accomplish little or naught. The economic ills of American business will remain.

As Hayes and Abernathy note, "The responsibility for these problems may rest in part on government policies that either overconstrain or undersupport U. S. producers. But if our foreign critics are correct, the long-term solution of America's problems may not be correctable simply by changing our government's tax laws, monetary policies, and regulatory practices. It will also require some fundamental changes in management attitudes and practices."[15]

Managers will have to start thinking and acting more like their European and Japanese counter parts. "Managers should worry not only about present profit, but about profit potential. The development of potential for future change must be encouraged and rewarded more than short-term performance."[16]

Incentive programs should be introduced which encourage long-range risky, but well-planned and thoroughly thought-out decisions. Entrepreneurs and innovators should be encouraged and developed. Managers should be prepared for changes and know how to adapt to them when they occur in the economic, technological, political, and legal environments.

More recognition for the total picture by the executives responsible for corporate strategic planning is critical for the 1980s. Strategic planning should not be a once-a-year occurrence. It must be a flexible on-going process; evolving and responding to the environment in coordination with the strategic planning and joint national economic goals of the U. S. government, business, and labor.

Business strategic planning needs to be strengthened on the corporate level and supplemented on a broader than company basis in order to restore American business' competitive position and contribute to the economic well-being of the nation.

A JOINT ROLE

Neither a government industrial policy nor corporate business strategies will be sufficient to rebuild and sustain American business.

An alliance of government, business, and labor to develop joint strategic planning to meet a changing environment must be undertaken if success is to be achieved in revitalizing the state of American business and enhancing its ability to react to current and future environmental changes.

Table I illustrates the joint strategic planning approach needed to solve both the United States and business' economic problems. Joint areas of concern must be viewed from corporate strategic planning, reindustrialization, and national industrial policy perspectives when they effect and are affected by government, business, and labor. It is inappropriate and inadvisable, however, to develop joint strategic plans and a policy which are then set into concrete. Change is the focus of the times. Rigidity is the defeating mechanism. We must move with and not counter to the fluid economic, political, attitudinal, social, and cultural environments which surround and engulf us.

We have no quarrel with those who wish to shift items on the table, to add or to delete. Our aim is not to categorize or to present finite solution. We do not have all the answers; neither does anybody else. To claim omniscience is to defeat our purpose. Our goal is to present a framework and to emphasize the necessity of joint strategic planning and an integrated approach: A partnership of government, business, and labor; a network for business and United States economic revitalization.

TABLE 1
JOINT STRATEGIC PLANNING: A CONCEPTUAL FRAMEWORK FOR A JOINT NATIONAL INDUSTRIAL POLICY

	Corporate Strategic Planning	Reindustrialization	National Industrial Policy
Government	Technology Productivity Inflation Interest Rates Energy Foreign Trade	Technology Productivity Energy Government Debt Government Spending Foreign Trade	Taxes Technology Productivity Inflation Interest Rates Federal Deficit
Business	Technology Productivity Corporate Debt Foreign Trade	Technology Productivity Cost of Labor Foreign Trade Quality	Foreign Trade
Labor	Cost of Labor	Technology Productivity Cost of Labor Quality	Wage Agreements

FOOTNOTES

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3. Douglas Martin, ''Top Oil Executives See Little Change in Prices,'' **The New York Times,** November 11, 1981, p. D1.

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6. Richard C. Gerstenberg, ''Productivity, Its Meaning for America,'' **Michigan Business Review,** July 1972, p. 3.

7. **Business Week,** June 30, 1980, p. 81.

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10. Peter Drucker, ''The Industrialization of America,'' **The Wall Street Journal,** June 13, 1980.

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12. Steve Lohr, ''Antitrust: Big Business Breathes Easier,'' **The New York Times,**

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15. Robert H. Hayes and William J. Abernathy, ''Managing Our Way to Economic Decline,'' **Harvard Business Review,** July-August 1980, p. 77.

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About the Authors

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Dr. Parket

Dr. Eisenberg

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	November 1983	October 1983	November 1982
Retail Sales	197.0	159.1	142.9
Electric Sales	208.4	215.1	207.7
Gasoline Gallonage	132.0	152.4	142.8
Loans of Savings & Loans Institutions	207.8	300.1	75.3

Using Futures to Hedge the Future

Even before the days of Julius Caesar, farmers planting a spring crop—and incurring the lion's share of their costs then—could help ensure their investment against adverse market price changes by forward pricing arrangements that guaranteed the harvest price for their crop. U.S. farmers and food processors have been able to do the same thing at the Chicago Mercantile Exchange for at least 125 years.

Similar arrangements for protecting against possible future adversity caused by natural or human disasters or by market turnarounds have long been available for many commodities—platinum and pork bellies, copper and coffee, silver and sugar.

If for commodities, why not for money? someone reasoned. So in the mid-1970s, financial futures contracts were added to the trading pits of several Chicago and New York exchanges. In this decade, stock index futures became part of a lengthy list of futures contracts. Most recently, options on stock indexes were introduced.

All of these new financial instruments have experienced dramatic growth. Their volume has outpaced the volume growth on the stock exchanges.

Hedging Interest Rate Shifts

The trading volume of financial futures, often called interest rate futures, grew from a miniscule amount in 1976 to nearly 23 million contracts in 1981. In that year, financial futures contracts, based on financial instruments whose price fluctuates with changes in interest rates represented 23% of the total futures market.

From 1979 to 1982, when interest rates were rising and volatile, financial futures were used extensively to hedge high rates and to avoid the uncertainty of fluctuating rates.

"Today's stable interest rate environment doesn't provide as much activity in financial futures as we had in the past couple of years," says Larry Geraghty, a vice president of Chicago-based ContiCommodity Services, Inc. "Falling interest rates aren't nearly the attraction that rising rates are." Nevertheless, there's a great deal of activity in the futures industry.

How an Interest Rate Hedge Works

Hedging can help you acquire capital for future use at an interest rate that is lower than the rate you anticipate will exist when the capital is actually needed. To illustrate, assume a corporate treasurer plans to issue $5 million in 90-day commerical paper in June to cover short-term inventory financing. In the preceding December, the interest rate on commercial paper is at 10.76% but is expected to increase significantly by June. The treasurer can lock in a lower rate by hedging his position with an interest rate futures contract. To do this, he goes short (sells) in an interest rate futures contract so he can purchase the contract in June at a profit.

Hedging Borrowing

(Locking in a lower rate for future borrowings)

Cash Transactions		Futures Contracts	
December			
Anticipates money needs of $5 million of commercial paper in June (current rate of 10.76%).		Sells $5 million in Treasury bills futures contracts of 10.4%. Price: $4,870,000	
June			
Sells $5 million in commercial paper at 13.26%.		Buys $5 million in Treasury bill futures to cover contract at 13.8%.	
Proceeds:	$4,834,250		
Interest cost	165,750	Cost:	$4,835,250
Less hedge profit:	(34,750)		
Net cost*	$131,000	Profit on hedge:	$34,750

This example does not consider commissions and the margin requirement or security deposit. In addition, it assumes a high correlation between the commercial paper debt and a Treasury bill. If the price correlation is not high, results might not be the same. The treasurer might consider adjusting the ratio of the hedge to achieve similar price protection, or he might decide that a different hedging instrument is more appropriate (e.g., a certificate-of-deposit futures contract).

Hedging can be especially helpful when a company intends to issue substantial debt, needs time to prepare for it and wants to reduce the risk of interest rate increases between the time the decision was reached and the issue date. Or a company might wish to finance a long-term project by rolling over short-term debt. If short-term rates were to rise in the future, the company could be stuck with an unprofitable project. Both of these companies could hedge by selling interest rate futures contracts.

*Effective interest rate on the transaction is 10.48%, approximately equal to the December rate.

New Entries in Futures

Product innovations in the futures industry have occurred almost monthly over the past two years. Futures contracts have been introduced based on the stock averages of the Value Line, Standard & Poor's and New York Stock Exchange indexes. The trading volume of these contracts has been in the 60,000 range daily for some time.

The newest futures entry is the options on stock indexes are just getting established," observes Frank Jones, former executive vice president for product development at the New York Stock Exchange and now a vice president of Kidder, Peabody, a leading brokerage. "The prospects for growth in this area are substantial, and product refinements and subsets of indexes are likely to be introduced," he adds.

Ahead for Futures

Obviously, users of these futures instruments find them useful for hedging possible adverse future events—the farmer protecting against a price decline, a corporate treasurer warding off higher interest rates, a portfolio manager betting on a rising stock market.

Recent volume growth in these instruments is a reflection of their greater use by commerical banks. But some of the anticipated use of futures contracts by pension fund managers and corporations that was expected in 1981 and 1982 didn't materialize. However, notes Geraghty, "these managers and corporations appear to be poised to use futures as soon as interest rates start moving up to the stock market begins a decline."

Hedging strategies for interest rates appear to be much more attractive when rates are rising. The bull market in stocks doesn't seem to invite as much activity as a downturn might, when investors will attempt to protect their positions. "Options on stock indexes are superior instruments because the user knows exactly what his exposure is and what his likely costs are—it's a limited risk with potentially unlimited profits," says Geraghty.

Despite the plethora of new futures products, the futures industry growth potential may not yet have reached its saturation point. "There are many people waiting in the wings, ready to get into the market once interest rates become more volatile or the stock market begins a dramatic decline," suggests Jones. "These people have been through dry runs and are not new to the market. Futhermore, these markets thrive on bad times."

Personal Viewpoint

Are any of these futures instruments for you? Says Mark Rachleff, C&L New York partner who specializes in the brokerage and banking industries, "Of course, you need to find the instrument that provide the best hedge for you—but you also need to address the financial and regulatory reporting and the income tax implications of gains and losses. Proper management and reporting systems are essential and should be in place before you actually begin trading."

SOURCE: Coopers & Lybrand Executive Alert Newsletter, December, 1983.

Notice The Face Lift?

We hope so because we worked hard on the changes. Our constant efforts continue to give our readers quality inside the cover, so why not strive for quality in its appearance!

Our thanks to Deanna Douglas, Associate Professor from the Art Department at MSU, for the fine drawing and for her suggestions regarding the front cover. We believe the cover is more eye-appealing.

The inside cover has undergone a change also. The Table of Contents was recently restructured and reduced. In the future, photographs of authors will follow their articles. Included, too, is an insert of instructions for submitting articles to the REVIEW.

We will appreciate your suggestions for further improvements. Just address your response to The Editor, MISSISSIPPI BUSINESS REVIEW, P.O. Box 5288, Mississippi State, Mississippi 39762.

NEW AND EXPANDED INDUSTRY

Town Firm Product	No. of Employees
NEW	
Oxford	
Outboard Marine Corp.	
Lawnmower Engines	125
Pontotoc	
Global Furniture Mfg. Co.	
Furniture	20
EXPANDED	
Booneville	
H & W Industries	
Plastic Pipe & Siding	50
Tupelo	
Olympic Products	
Polyurethane Foam	50

Catfish Processing

The U.S. domestic production of farm-raised catfish during November totaled 11.8 million pounds, an increase of 37 percent from November 1982. The November average price paid to growers was 62 cents per pound, 6 cents above November last year. Net pounds of processed fish sold during November totaled 5.92 million pounds, an increase of 32 percent from the comparable month in 1982. Ice pack sales were 57 percent of the total amount sold. The November average prices received by processors for whole fish were $1.43 per pound for ice pack and $1.49 for frozen fish. Freshwater imports during October totaled 631 thousand pounds.

Sales Indicated By Sales Tax Collections During November, 1983 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Adams	1,911	43,999	**Lowndes**	1,758	43,949
Alcorn	850	22,958			
Amite	137	3,135	**Madison**	992	32,897
Attala	373	9,636	**Marion**	633	14,826
			Marshall	395	9,364
Benton	52	1,205	**Monroe**	732	19,366
Bolivar	824	20,241	**Montgomery**	248	5,991
Calhoun	263	8,407	**Neshoba**	423	10,618
Carroll	97	2,351	**Newton**	315	7,918
Chickasaw	296	6,965	**Noxubee**	178	4,694
Choctaw	102	2,421			
Claiborne	277	14,886	**Oktibbeha**	710	16,627
Clarke	217	5,902			
Clay	365	10,170	**Panola**	568	13,752
Coahoma	813	20,229	**Pearl River**	672	16,230
Copiah	348	8,061	**Perry**	323	16,438
Covington	448	10,758	**Pike**	1,104	25,454
			Pontotoc	321	8,340
DeSoto	812	23,840	**Prentiss**	403	10,489
Forrest	3,191	79,081	**Quitman**	147	3,428
Franklin	112	3,137			
			Rankin	1,832	54,618
George	222	5,142			
Greene	85	2,044	**Scott**	480	11,815
Grenada	575	15,209	**Sharkey**	165	3,717
			Simpson	439	10,513
Hancock	510	12,360	**Smith**	158	4,116
Harrison	4,353	125,566	**Stone**	185	4,202
Hinds	5,900	192,736	**Sunflower**	718	32,966
Holmes	365	9,000			
Humphreys	271	6,974	**Tallahatchie**	265	6,527
			Tate	366	8,880
Issaquena	10,000	305	**Tippah**	355	10,540
Itawamba	298	9,643	**Tishomingo**	332	9,811
			Tunica	145	3,545
Jackson	2,642	63,574			
Jasper	265	6,591	**Union**	366	9,360
Jefferson	85	2,133			
Jeff Davis	215	5,120	**Walthall**	190	4,532
Jones	2,245	54,935	**Warren**	1,662	38,022
			Washington	2,389	56,816
Kemper	92	1,959	**Wayne**	394	9,405
			Webster	147	3,509
Lafayette	620	13,980	**Wilkinson**	179	4,288
Lamar	379	9,047	**Winston**	300	7,288
Lauderdale	3,093	78,689			
Lawrence	156	3,479	**Yalobusha**	197	4,429
Leake	320	7,837	**Yazoo**	670	20,942
Lee	2,854	80,488			
Leflore	1,178	30,123			
Lincoln	787	20,072	**State Total**	54,859	1,742,637

Mississippi Agriculture Report
November, 1983

The November 15, 1983 Index of Prices received by Mississippi farmers for all commodities was up 4 points, (3 percent) at 123 percent of its January-December 1977 average.

Increases in cotton, rice and soybean prices was responsible for the 1 point (1 percent) rise in the All Crops Index leaving it at 116 percent of its January-December 1977 average.

Increases in beef cattle, calf, egg, broiler and milk prices were responsible for the 8 point (6 percent) rise in the Livestock Products Index leaving it at 132 percent of its January-December 1977 average.

The November ratio of prices received by Mississippi farmers to U.S. prices paid was 76 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for November was 162, up 1 point from mid-October.

PRICES RECEIVED AND PAID BY FARMERS—MISSISSIPPI

COMMODITY	UNIT	Nov 15 1982	Oct 15 1983 3/	Nov 15 1983
		Dollars		
PRICES RECEIVED				
Rice 4/	Cwt.	7.78	8.80	8.87
Sweet potatoes	Cwt.	5.70	10.50	11.50
Soybeans	Bu.	5.41	8.03	8.06
Cotton	Lb.	.601	.643	.661
Cottonseed	Ton	61.00	165.00	165.00
Hogs 4/	Cwt.	52.50	40.40	36.90
Cows	Cwt.	35.10	31.40	30.00
Steers & Heifers	Cwt.	54.50	49.10	53.10
Beef Cattle	Cwt.	40.50	37.50	37.90
Calves	Cwt.	55.60	52.70	58.70
Milk Cows 1/	Head	6/	960.00	6/
All Milk, Whsl.	Cwt.	14.70	14.80	14.90
Fluid	Cwt.	14.80	14.90	——
Mfg.	Cwt.	12.60	12.60	——
Comm. Broilers 2/	Lbs.	.265	.285	.320
Eggs	Doz.	.513	.662 5/	.665 5/
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	10.00	12.50	13.00
Beef Cattle Concentrate, 32-36% Protein	Cwt.	10.50	13.00	13.50
Cottonseed Meal, 41% Protein	Cwt.	10.50	14.50	14.50
Soybean Meal, 44% Protein	Cwt.	12.00	15,50	15.00
Dairy Feed, 16% Protein	Ton	158.00	210.00	195.00
Chick Starter	Ton	177.00	210.00	215.00
Laying Feed	Ton	146.00	195.00	184.00
Broiler Grower	Ton	161.00	195.00	205.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S. Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October.

SOURCE: Mississippi Crop and Livestock Reporting Service.

Financial Transactions, Regional and United States from Banks and S & L's, November, 1983.

$millions	NOV. 1983	OCT. 1983	NOV. 1982	ANN. % CHG.		NOV. 1983	OCT. 1983	NOV. 1982	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,298,909	1,296,169	1,191,183	+ 9	Savings & Loans**				
Demand	298,864	307,622	302,058	– 1	Total Deposits	586,027	611,947	540,063	+ 9
NOW	82,970	82,865	65,046	+ 28	NOW	17,785	17,927	12,404	+ 43
Savings	344,646	346,078	153,992	+124	Savings	163,094	179,418	95,622	+ 71
Time	603,985	596,651	703,288	– 14	Time	424,395	417,960	433,517	– 2
Credit Union Deposits	60,557	60,902	51,741	+ 17		SEPT	AUG	SEPT	
Share Drafts	5,412	5,461	3,859	+ 40	Mortgages Outstanding	472,267	472,701	485,125	– 3
Savings & Time	49,834	50,054	43,340	+ 15	Mortgage Commitments	31,827	32,013	17,176	+ 85
SOUTHEAST									
Commercial Bank Deposits	146,684	146,524	127,260	+ 15	Savings & Loans				
Demand	34,474	35,595	34,120	+ 1	Total Deposits	N.A.	N.A.	N.A.	
NOW	10,641	10,598	8,439	+ 26	NOW	N.A.	N.A.	N.A.	
Savings	38,619	38,247	15,153	+155	Savings	N.A.	N.A.	N.A.	
Time	66,159	65,946	72,541	– 9	Time	N.A.	N.A.	N.A.	–
Credit Union Deposits	5,933	5,946	4,927	+ 20		SEPT	AUG	SEPT	
Share Drafts	474	483	360	+ 32	Mortgages Outstanding	67,455	66,728	68,393	– 2
Savings & Time	5,066	5,063	4,157	+ 22	Mortgage Commitments	5,142	5,007	2,894	+ 77
ALABAMA									
Commercial Bank Deposits	15,388	15,333	14,056	+ 9	Savings & Loans**				
Demand	3,642	3,734	3,537	+ 3	Total Deposits	5,144	5,158	4,530	+ 14
NOW	966	957	736	+ 31	NOW	141	146	106	+ 33
Savings	3,160	3,141	1,611	+ 96	Savings	864	875	569	+ 52
Time	8,054	8,066	8,623	– 7	Time	4,186	4,182	3,908	+ 7
Credit Union Deposits	911	914	874	+ 4		SEPT	AUG	SEPT	
Share Drafts	84	87	70	+ 20	Mortgages Outstanding	3,712	3,704	3,787	– 2
Savings & Time	783	780	729	+ 7	Mortgage Commitments	272	257	46	+491
FLORIDA									
Commercial Bank Deposits	51,416	51,173	41,464	+ 24	Savings & Loans**				
Demand	11,951	12,418	11,793	+ 1	Total Deposits	53,379	53,070	48,108	+ 11
NOW	4,395	4,405	3,686	+ 19	NOW	2,029	2,033	1,335	+ 52
Savings	17,882	17,598	6,420	+179	Savings	15,337	15,647	8,065	+ 90
Time	18,041	17,864	20,431	– 12	Time	36,406	35,725	38,758	– 6
Credit Union Deposits	2,604	2,602	2,206	+ 18		SEPT	AUG	SEPT	
Share Drafts	240	242	193	+ 24	Mortgages Outstanding	39,988	38,386	40,204	– 1
Savings & Time	2,067	2,057	1,719	+ 20	Mortgage Commitments	3,468	3,329	2,313	+ 49
GEORGIA									
Commercial Bank Deposits	21,347	21,372	18,054	+ 18	Savings & Loans				
Demand	6,732	6,959	6,285	+ 7	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,461	1,426	1,230	+ 19	NOW	N.A.	N.A.	N.A.	
Savings	4,815	4,770	1,705	+182	Savings	N.A.	N.A.	N.A.	
Time	*9,382*	*9,330*	*9,728*	– 4	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,334	1,352	906	+ 47		SEPT	AUG	SEPT	
Share Drafts	68	72	39	+ 74	Mortgages Outstanding	8,212	8,156	8,881	– 8
Savings & Time	1,191	1,203	814	+ 46	Mortgage Commitments	503	533	188	+167
LOUISIANA									
Commercial Bank Deposits	24,868	24,903	23,096	+ 8	Savings & Loans**				
Demand	5,661	5,734	5,890	– 4	Total Deposits	8,929	8,883	8,033	+ 11
NOW	1,383	1,373	1,144	+ 21	NOW	190	190	127	+ 50
Savings	5,361	5,317	2,469	+117	Savings	2,408	2,403	1,268	+ 90
Time	12,967	13,007	14,068	– 8	Time	6,407	6,374	6,665	– 4
Credit Union Deposits	201	199	164	+ 23		SEPT	AUG	SEPT	
Share Drafts	23	23	11	+109	Mortgages Outstanding	7,730	7,723	7,386	+ 4
Savings & Time	194	194	155	+ 25	Mortgage Commitments	620	623	198	+213
MISSISSIPPI									
Commercial Bank Deposits	11,529	11,484	10,544	+ 9	Savings & Loans**				
Demand	2,287	2,398	2,311	– 1	Total Deposits	2,527	2,543	2,420	+ 4
NOW	777	785	609	+ 28	NOW	92	92	63	+ 46
Savings	2,440	2,420	763	+220	Savings	409	506	241	+107
Time	6,279	6.223	7,066	– 11	Time	1,960	1,976	2,138	– 8
Credit Union Deposits	*	*	*			SEPT	AUG	SEPT	
Share Drafts	*	*	*		Mortgages Outstanding	2,051	2,020	2,144	– 5
Savings & Time	*	*	*		Mortgage Commitments	57	55	19	+200
TENNESSEE									
Commercial Bank Deposits	22,136	22,259	20,045	+ 10	Savings & Loans**				
Demand	4,201	4,352	4,304	– 2	Total Deposits	7,333	7,303	6,543	+ 12
NOW	1,659	1,652	1,034	+ 60	NOW	213	210	122	+ 75
Savings	4,961	5,001	2,185	+127	Savings	1,526	1,545	710	+115
Time	11 436	11,446	12,625	– 9	Time	5,636	5,603	5,723	– 2
Credit Union Deposits	883	879	777	+ 14		SEPT	AUG	SEPT	
Share Drafts	59	59	47	+ 26	Mortgages Outstanding	5,762	5,739	5,992	– 4
Savings & Time	831	829	740	+ 12	Mortgage Commitments	222	210	130	+ 70

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting.

** = -S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight. December 15, 1983.

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Sept. 1983	Aug. 1983	Annual % Change	Sept. 1983	Aug. 1983	Annual	Sept. 1983	Aug. 1983	Annual % Change
ALABAMA	1,312.0	1,311.6	+ 0	12.2	12.3	14.8	105.9	115.9	+ 10
Birmingham	341.3	344.9	+ 3	12.1	11.6	15.4	49.2	54.4	+ 8
Huntsville	144.3	143.6	+ 7	8.9	8.9	11.9	22.0	22.6	+ 11
Mobile	168.8	172.0	+ 1	14.3	14.7	14.9	20.9	22.6	+ 10
Montgomery	112.6	112.7	+ 1	10.4	10.3	11.6	13.8	16.3	+ 15
FLORIDA	3,882.5	3,786.5	+ 5	8.1	8.2	8.2	*n.a.	2,066.1	——
Daytona Beach	83.1	83.3	+ 2	6.6	6.1	6.1	16.2	20.2	+ 10
Ft. Lauderdale	366.2	354.5	+ 3	6.4	6.7	6.7	161.7	196.1	+ 6
Jacksonville	316.5	304.7	+ 3	7.6	7.2	6.8	80.0	101.8	+ 5
Melbourne	115.0	114.0	+ 6	7.6	7.3	7.4	21.4	27.5	+ 53
Miami	734.1	721.6	+ 1	9.1	9.2	9.6	*	906.5	——
Orlando	337.2	324.7	+ 5	6.8	6.5	6.7	*	326.6	——
Sarasota	77.8	77.5	+ 6	5.7	5.2	7.1	38.3	48.5	- 39
Tallahassee	74.9	74.9	- 1	4.6	4.7	4.3	23.5	25.2	+ 12
Tampa-St. Pete	602.5	589.5	+ 3	6.4	6.8	7.3	249.8	295.5	+ 9
West Palm Beach	223.3	218.7	+ 3	9.3	10.2	8.7	193.6	118.2	+ 126
GEORGIA	2,267.3	2,236.7	+ 3	7.0	7.0	7.6	1,446.2	1,649.2	+ 9
Atlanta	1,037.2	1,023.5	+ 2	6.1	6.0	6.4	1,394.1	1,592.1	+ 11
Augusta	123.7	122.2	+ 1	9.1	8.6	9.2	12.2	14.1	+ 20
Columbus	79.9	81.1	+ 3	8.4	7.8	9.1	8.0	7.9	+ 40
Macon	99.8	98.9	+ 1	7.8	7.3	7.2	4.4	5.1	+ 4
Savannah	87.8	87.9	- 1	8.5	8.4	7.9	27.5	30.0	+ 9
LOUISIANA	1,585.9	1,573.2	- 1	11.6	12.2	11.2	241.6	279.3	+ 3
Baton Rouge	209.6	204.7	+ 1	9.6	10.5	10.0	23.2	25.6	+ 17
New Orleans	502.6	501.7	- 3	10.5	11.0	10.2	218.4	253.7	+ 1
MISSISSIPPI	794.8	776.8	0	11.3	12.4	10.8	32.0	38.4	+ 10
Biloxi-Gulfport	61.8	61.6	+ 1	12.5	12.7	9.4	6.4	6.0	+ 3
Jackson	146.7	143.6	+ 1	7.6	8.3	7.5	25.6	32.4	+ 9
TENNESSEE	1,704.1	1,681.1	+ 1	9.3	10.0	11.3	146.4	161.5	+ 4
Chattanooga	164.8	161.7	+ 1	8.5	8.8	9.4	17.7	19.5	+ 33
Knoxville	201.3	200.0	- 2	8.7	9.3	8.6	34.1	37.7	+ 1
Nashville	362.9	359.8	- 1	6.9	7.1	8.3	94.6	104.2	+ 6

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Sept. 1983	Aug. 1983	Annual % Change	Sept. 1983	Aug. 1983	Sept. 1982	Sept. 1983	Aug. 1983	Annual % Change
ALABAMA	430.2	424.9	+ 7	7,695	7,645	+ 92	6,764	6,957	+ 81
Birmingham	172.1	157.1	+ 36	1,722	1,702	+ 58	1,455	1,062	+ 147
Huntsville	57.0	59.3	+ 14	1,593	1,596	+ 154	2,237	2,375	+ 212
Mobile	62.2	62.2	+ 55	888	888	+ 91	744	824	+ 62
Montgomery	34.7	31.4	- 6	-	-	-	-	-	-
FLORIDA	3,875.1	3,742.9	+ 26	92,295	89,017	+ 83	81,178	76,228	+ 64
Daytona Beach	81.1	84.2	+ 26	3,683	3,531	+ 94	942	1,050	- 35
Ft. Lauderdale	376.1	362.5	+ 27	3,753	3,552	+ 111	8,970	8,380	[illegible]
Jacksonville	345.2	333.5	+ 114	5,448	5,302	+ 97	4,750	4,653	+ 131
Melbourne	117.3	107.7	+ 51	3,967	3,785	+ 87	2,335	1,888	+ 69
Miami	563.9	542.2	+ 24	4,607	4,397	+ 173	8,027	8,017	+ 49
Orlando	490.7	472.9	+ 12	11,952	10,952	+ 91	7,188	6,477	+ 115
Sarasota	78.7	78.8	+ 10	2,598	2,569	+ 76	1,896	1,869	+ 53
Tallahassee	27.7	28.8	- 4	1,890	1,895	+ 78	1,069	1,059	+ 15
Tampa-St. Pete	626.3	586.7	+ 35	14,998	14,244	+ 87	12,768	12,281	+ 81
West Palm Beach	314.7	302.6	- 5	8,666	8,280	+ 106	7,699	7,669	+ 93
GEORGIA	1,232.6	1,186.1	+ 24	39,776	38,977	+ 78	22,349	22,307	+ 112
Atlanta	845.4	800.0	+ 22	27,043	26,326	+ 85	13,216	12,349	+ 116
Augusta	46.6	46.3	+ 13	2,314	2,154	+ 140	1,118	1,108	+ 73
Columbus	32.1	31.6	- 9	528	514	+ 122	909	757	+ 153
Macon	38.2	37.4	+	-	-	-	-	-	- 1
Savannah	57.1	54.0	+ 1	-	-	-	-	-	- 2
LOUISIANA	1,209.0	1,162.6	+ 38	16,603	16,615	+ 69	14,390	13,710	+ 79
Baton Rouge	243.5	235.9	+ 110	3,771	3,681	+ 133	3,227	2,820	+ 51
New Orleans	454.1	443.0	+ 48	6,209	6,079	+ 102	5,777	5,604	+ 171
MISSISSIPPI	190.0	185.7	+ 14	4,658	4,525	+ 48	3,837	3,028	+ 83
Biloxi-Gulfport	24.7	24.7	–	-	-	-	-	-	- 4
Jackson	42.0	40.6	- 20	736	717	+ 137	408	283	+ 3
TENNESSEE	742.4	751.7	+ 10	13,226	12,911	+ 102	14,223	12,065	+ 126
Chattanooga	57.2	58.2	- 11	1,010	978	+ 65	757	745	+ 56
Knoxville	126.2	123.9	+ 20	1,474	1,403	+ 58	576	724	- 67
Nashville	228.9	220.7	+ 33	3,838	3,776	+ 144	6,257	6,028	+ 277

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

* - August data not available.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, December 1, 1983.

STATE ECONOMIC INDICATORS

Indicator	November 1983[1]	October 1983[2]	November 1982[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	933,900	947,800	938,600	—1.5	0.5
Non-Ag Employment	798,800	799,300	793,500	—0.5	5.3
Mining	11,200	11,100	11,600	0.1	—0.4
Contract Construction	37,900	38,700	40,900	—0.8	—3.0
Manufacturing	207,000	207,300	198,900	—0.3	8.1
Transportation and Public Utilities	39,400	39,500	40,100	—0.1	—0.7
Wholesale and Retail Trade	164,500	163,100	163,700	1.4	0.8
Finance, Insurance and Real Estate	33,100	33,100	32,900	—0—	0.2
Service	124,200	124,200	123,700	—0—	0.5
Government	181,600	182,100	181,700	—0.5	—0.1
Unemployment Rate (Per Cent Labor Force)	11.2	12.1	12.1	——	——
Average Weekly Earnings in Manufacturing (Dollars)	278.80	276.76	252.84	0.7	10.3
Average Hourly Earnings in Manufacturing (Dollars)	6.85	6.80	6.45	0.7	6.2
Average Weekly Hours in Manufacturing	40.7	40.7	39.2	—0—	3.8
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,622	2,367	2,824	10.8	7.2
Gasoline Delivered to Dealers (gals.)[6]	106,004	114,676	116,214	—7.6	—8.8
BANKING AND FINANCE (000's)					
Loans of Savings and Loan Associations[7]	32,749	48,423	11,490	—32.4	185.0
Construction Loans	21,929	18,630	55,000	17.7	—60.1
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	1,661,139	1,786,573	1,640,910	—7.0	1.2
RETAIL SALES (000's)[9]	183,328,090	176,744,090*	1,350,889	3.7	134.7

Indicator	August 1983	July 1983	August 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	103,454	93,142	95,864	11.1	8.0
Cash Receipts from Marketing Livestock	98,628	77,715	78,359	27.0	25.9
Cash Receipts from Marketing Crops	4,826	15,427	17,505	—68.7	72.4

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for July

[6] Mississippi Motor Vehicle Comptroller

[7] Federal Home Loan Bank of Dallas (Formerly of Little Rock)

[8] Mississippi Power Company, Mississippi Power and Light Company. Tennessee Valley Authority figures not available

[9] Mississippi Tax Commission *Corrected figure for month of October.

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Nov.	PerCent Month Ago	Change Year Ago	Current Month Nov.	Month Ago	Year Ago
Aberdeen	49,169	3.7	16.6	——	——	——
Baldwyn	30,828	37.7	49.1	——	——	——
Batesville	54,000	—10.5	—8.6	376,500	1,237,130	412,245
Bay Springs	19,453	—8.3	—1.5	——	——	——
Bay St. Louis	35,409	—14.6	0.5	——	——	——
Belmont	9,379	—11.8	5.5	——	——	——
Belzoni	32,423	9.9	5.1	3,000	16,000	4,400
Biloxi	282,354	—3.1	5.0	626,907	1,332,975	685,923
Brandon	41,475	—3.1	11.7	——	——	——
Brookhaven	120,668	1.2	10.3	49,300	376,200	300,000
Brooksville	2,714	0.7	21.8	——	——	——
Canton	66,313	6.3	13.1	——	——	——
Carthage	44,265	6.1	20.8	——	——	——
Charleston	21,478	30.0	45.7	——	——	——
Clarksdale	112,096	—10.1	—4.0	205,300	268,200	180,800
Cleveland	101,957	—12.6	7.4	——	——	——
Collins	36,495	30.0	—15.4	——	——	——
Columbia	93,049	—0—	3.7	——	——	——
Columbus	245,197	—6.0	12.6	——	——	——
Corinth	113,614	—3.3	—0.1	95,500	481,600	180,965
Crystal Springs	21,965	—2.3	—11.1	11,000	137,471	96,000
Drew	11,548	29.0	5.9	——	——	——
Edwards	4,597	—5.0	41.5	——	——	——
Ellisville	14,657	—1.7	—14.4	——	——	——
Eupora	16,215	—0.8	—6.0	——	——	——
Fayette	10,114	—5.3	—27.0	——	——	——
Forest	50,781	—5.4	—2.1	63,000	151,000	296,500
Greenville	245,603	—38.4	7.4	——	——	——
Greenwood	154,206	2.0	2.3	132,000	203,400	593,100
Grenada	90,593	—0.4	11.5	145,000	181,000	82,000
Gulfport	290,367	—7.4	9.0	2,081,991	1,259,285	——
Hattiesburg	390,197	—26.0	14.6	1,496,436	5,858,655	739,564
Hernando	20,842	—23.4	—15.2	——	——	——
Hollandale	13,601	1.6	6.1	——	——	——
Holly Springs	47,837	12.5	19.0			
Houston	35,515	2.4	12.6	——	——	——
Indianola	58,744	9.3	—17.7	——	——	——
Iuka	26,163	2.1	—2.0	——	——	——
Jackson	1,479,331	—7.0	7.6	——	——	——
Kosciusko	57,624	5.5	0.5	——	——	——
Laurel	284,724	18.2	—0.4	273,276	700,436	402,204
Leland	20,082	—18.2	—12.7	189,769	——	16,530
Lexington	22,730	26.1	6.1	——	——	——
Louisville	48,550	9.4	19.8	——	——	——
Lucedale	32,147	2.3	6.9	4,750	80,000	40,000
Lumberton	8,066	—7.7	—2.9	——	——	——
Macon	18,153	7.1	13.0	——	——	——
Magee	45,746	—2.7	11.9	——	——	——
Magnolia	8,741	—16.0	15.3	9,500	24,300	—0—
Marks	16,201	—18.6	2.5	——	——	——
McComb	131,672	—4.5	6.5	315,577	153,130	47,500
Meadville	5,315	—11.1	11.2	50,000	136,987	40,000
Mendenhall	19,887	—2.0	—0.7	——	2,500	3,200
Meridian	392,325	—30.2	16.5	——	——	——
Monticello	20,091	6.5	7.9	35,000	62,100	69,000
Morton	20,063	12.1	3.3	——	——	——
Moss Point	51,335	—5.8	2.0	——	——	——
Natchez	227,388	—26.7	—1.6	162,575	53,801	206,095
New Albany	58,068	—5.8	3.5	239,000	100,455	77,802
Newton	24,893	—9.5	2.0	——	——	——
Ocean Springs	74,454	6.1	—0.1	——	——	——
Okolona	13,963	3.9	6.5	——	——	——
Oxford	90,166	—11.3	4.7	962,223	1,413,075	119,200
Pascagoula	166,519	—0—	—5.7	582,147	390,156	337,456
Pass Christian	13,571	—1.8	0.6	——	——	——
Philadelphia	61,757	—13.2	14.2	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Nov.	PerCent Month Ago	Change Year Ago	Current Month Nov.	Month Ago	Year Ago
Picayune	94,021	12.5	15.1	471,000	590,000	356,000
Pontotoc	45,144	5.9	8.4	——	——	——
Poplarville	18,371	18.7	13.2	——	——	——
Port Gibson	14,982	—0—	11.1	——	——	——
Prentiss	21,803	—3.9	4.1	74,800	—0—	—0—
Quitman	24,095	—0.9	19.4	——	——	——
Raymond	4,493	—7.2	—1.5	——	——	——
Richton	10,910	9.7	5.4	——	——	——
Rosedale	8,237	22.2	—7.8	——	——	——
Ruleville	12,832	10.8	1.8	——	——	——
Sardis	18,942	7.9	18.0	2,000	—0—	11,000
Senatobia	50,468	—0.1	13.9	92,500	441,000	33,000
Shelby	9,945	—12.9	2.7	——	——	——
Starkville	104,290	—12.9	—3.4	——	——	——
Summit	10,790	1.6	—10.1	——	——	——
Taylorsville	12,226	0.8	—2.9	——	——	——
Tchula	5,452	85.0	30.9	——	——	——
Tunica	15,252	—30.7	—2.7	——	——	——
Tupelo	341,712	—22.8	14.6	——	——	——
Union	12,455	—17.1	—4.7	——	——	——
Utica	9,253	14.0	10.8	——	——	——
Vicksburg	181,550	39.7	1.6	——	——	——
Walnut Grove	1,235	—27.8	78.7	——	——	——
Water Valley	24,949	1.0	14.9	215,000	74,000	10,300
Waynesboro	54,952	—0.3	—16.9	——	——	——
West Point	56,305	—5.8	8.0	——	——	——
Wiggins	24,634	5.2	9.0	——	——	——
Winona	34,024	11.5	11.9	——	——	——
Yazoo City	72,320	14.0	5.0	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	November 1983	October 1983	November 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	158,100	159,500	161,800	—0.9	—2.3
Unemployed Persons	10,800	11,700	12,500	—7.7	—13.6
Per Cent of Labor Force	6.8	7.3	7.7	——	——
Employed Persons	147,300	147,800	149,300	—0.3	—1.3
Non-Ag Wage & Salaries	126,300	126,000	128,400	0.2	—1.6
Manufacturing	19,600	19,600	19,300	—0—	1.5
CITY SALES TAX COLLECTIONS	1,539,149	1,652,478	1,428,584	—6.9	7.7

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	November 1983	October 1983	November 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	68,630	69,560	69,110	—1.3	—0.7
Unemployed Persons	7,940	8,730	7,180	—9.0	10.6
Per Cent of Labor Force	11.6	12.6	10.4	——	——
Employed Persons	60,690	60,830	61,930	—0.2	—2.0
Non-Ag Wage & Salaries	51,110	51,040	52,380	0.1	—2.4
Manufacturing	9,170	9,190	9,130	—0.2	0.4
CITY SALES TAX COLLECTIONS	586,292	619,014	548,921	—5.3	6.8

Sales Indicated By Sales Tax Collections During Fiscal Year, July 1, 1982-June 30, 1983, by County (000's)

SOURCE: State Tax Commission

County	Sales Tax Collections	Indicated Sales
Adams	16,996	398,978
Alcorn	10,737	306,788
Amite	1,502	34,954
Attala	4.169	110,219
Benton	623	14,305
Bolivar	9,665	241,483
Calhoun	2,833	69,952
Carroll	1,110	27,734
Chickasaw	3,528	86,863
Choctaw	1,145	27,004
Claiborne	4,843	257,063
Clarke	2,425	60,947
Clay	4,002	114,657
Coahoma	9,455	241,399
Copiah	4,490	105,927
Covington	5,180	116,385
DeSoto	9,365	247,345
Forrest	27,363	742,396
Franklin	1,119	28,861
George	2,762	63,314
Greene	974	21,303
Grenada	6,571	180,734
Hancock	6,998	183,320
Harrison	51,300	1,322,696
Hinds	109,611	3,138,501
Holmes	3,674	85,684
Humphreys	2,898	72,473
Issaquena	313	11,065
Itawamba	3,805	113,808
Jackson	32,467	986,352
Jasper	3,168	73,155
Jefferson	884	20,603
Jeff Davis	2,301	54,895
Jones	25,675	615,520
Kemper	1,115	25,209
Lafayette	6,675	155,619
Lamar	4,024	104,016
Lauderdale	27,706	730,839
Lawrence	1,879	43,818
Leake	3,256	76,864
Lee	25,960	844,192
Leflore	12,600	324,545
Lincoln	9,339	243,503
Lowndes	19,264	486,262
Madison	10,048	312,417
Marion	8,000	186,928
Marshall	4,300	98,941
Monroe	8,640	232,110
Montgomery	2,615	61,720
Neshoba	5,173	134,399
Newton	3,751	91,900
Noxubee	1,920	49,957
Oktibbeha	7,836	178,119
Panola	6,719	167,311
Pearl River	7,875	208,237
Perry	2,889	132,287
Pike	12,520	288,187
Pontotoc	3,184	77,028
Prentiss	4,162	109,542
Quitman	1,850	45,131
Rankin	20,298	609,532
Scott	5,448	135,651
Sharkey	1,650	37,965
Simpson	5,115	123,680
Smith	1,643	40,803
Stone	2,161	49,819
Sunflower	6,925	367,403
Tallahatchie	2,603	61,248
Tate	3,817	93,155
Tippah	3,698	137,612
Tishomingo	3,808	111,548
Tunica	1,695	40,924
Union	4,127	110,194
Walthall	2,317	54,508
Warren	15,184	359,547
Washington	20,877	529,474
Wayne	4,837	107,816
Webster	1,646	39,483
Wilkinson	2,074	52,576
Winston	3,792	88,869
Yalobusha	2,376	57,084
Yazoo	7,202	214,644
Wholesale	58,042	4,364,907
Retail	687,033	16,099,391
State Total	745,312	20,488,007

MISSISSIPPI BUSINESS REVIEW

February, 1984

DIVISION OF BUSINESS RESEARCH
MISSISSIPPI STATE UNIVERSITY

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The majority of our readership is businessmen and this is the essential parameter used in evaluating articles for publication. Specifically, the article can be related to any subject in Business and Economics. It may be a presentation of results of a study by the author, a well supported opinion on a current topic or an application of some theoretical aspect of business or economics that might be applicable to the businessman. The article should be well supported, and should avoid an overly technical presentation.

The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

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Investing in Precious Metals: The Case for Gold

by
Dr. P.R. Chandy
and
Dr. Sharon Garrison

With signs of business recovery at hand, it is propitious for investors to reevaluate portfolios to take advantage of probable price swings. At such a time, it may be wise to review investment characteristics of precious metals. This paper will provide an indepth analysis of the gold market, since it is perhaps the most popular of all metals.

Pricing of Precious Metals

The influence of supply and demand are particularly important in the pricing of precious metals. Take, for example, gold. If all the gold in the world (that includes all unmined gold as well as all the gold already produced) was melted down and fused together, the resulting mass would be only about one-third the size of the Washington monument. That's all the gold that ever was or ever will be in the entire world. in other words, there is an extremely limited supply of gold.

On the one hand, the supply of gold is limited, but the uses for gold are virtually unlimited. Gold has a number of properties that make it so useful. It is malleable, which makes it suitable for jewelry, gold leafing, and as a medium in dentistry. It is also an exceedingly dense material. It never rusts; it is an excellent electrical conductor - and it is beautiful. All of these characteristics make gold a decidedly useful material in industry, in medicine, and for aesthetic purposes. The limited supply and great demand for gold lead to an inevitable influence on the price of the commodity. Likewise, the same type of factors influence the prices of the precious metals.

Historical Relations of Prices

Generally, prices of precious metals follow the prices of tangible assets. Tangible investments become most valuable when people are uncertain of their economic future. In such a case, investors tend to place less emphasis on "paper assets" and more on tangibles -things they can use or sell if other assets become devalued. Therefore, during periods of inflation and political unrest, the prices of tangibles tend to escalate rapidly. Likewise, when investors are relatively satisfied with their economic future, tangible prices will tend to fall. An interesting relation is that tangible prices tend to be negatively correlated with stock market indices. An example is shown in Figure I, which shows the relation between gold prices and the NYSE composite index. Note that when stock prices are up, gold prices tend to be depressed, and vice-versa.

Strategic Metals

In recent years, the so-called "strategic metals" have gained increasing attention. Strategic metals include such elements as titanium, platinum, and molybdenum. Such metals are in great demand in industry, especially in defense and aerospace industries. Coincident to this increased strategic demand for such materials, the supply has fallen prey to political threat. Most of the world's supply of strategic metals is found in Africa. Little by little, countries once friendly to

Western powers have disappeared from the map. The last bastion of Western influence - and the largest supplier of strategic metals - is South Africa. One should consider political risk, since it is likely to play a major part in influencing prices of strategic materials.

Ways to Invest in Precious Metals

There are a number of options for the investor who wishes to invest in precious metals, each with certain advantages and disadvantages. Not only are there a number of metals from which to choose, but several vehicles for investing in a particular metal. For instance, if one is interested in gold, he or she may purchase gold buillion, gold certificates, gold futures, gold mining stocks, coins, jewelry, or share in an investment company concentrating in gold or precious metals.

Bullion

Investing in buillion offers the advantage of minimal transactions costs, but the disadvantages of a large initial investment. Most gold buillion is sold in 2000-ounce bars, so the minimum investment would be 2000 times the per ounce price of the metal, plus ½ to 1 percent in transactions costs. The handling of the bullion can become somewhat complex. Bars must be stored in a safe place, so storage and insurance fees must be considered. An added cost will be assay charges when the bar is sold. Another consideration is that the bullion may not be as liquid as some other investment media; also, the bar cannot be divided up into smaller denominations should the investor need some ready cash and not wish to liquidate the entire holding.

Coins

Investors may purchase either bullion coins or numismatic coins. Bullion coins, such as Kruggerands, receive their value from the value of the metallic content of each coin. Krugerrands can be purchased from dealers for a slight transaction fee. They may have to be kept in a safety deposit box, necessitating storage charges and additional insurance costs. Numismatic coins are rare coins. Their value depends on buillion content as well as available supply and demand. Numismatic coins are not nearly as liquid as the bullion coins and necessitate some expertise on the part of the investor.

If an investor wishes to diversify his investment in precious metals, he can purchase shares in an investment company specializing in various precious metals. Returns again depend on investor's economic expectations, but the investment company offers the investor the chance to minimize risk through diversification.

Jewelry

One can buy jewelry of varying gold quality. Gold quality ranges from 14 karats (58.5% pure gold) to 24 karats (100% pure gold). The minimum investment can be low, say $25. But, the markup is very high and the ability to sell the jewelry later, is rather limited. Most studies show that jewelry is a poor hedge against inflation. Our advice is to "buy jewelry to wear."

Certificates

Gold certificates offer certain advantages in that the investor does not actually take possession of the gold. Rather, the investor buys a certificate evidencing ownership of a certain amount of gold in a warehouse. Minimum investment is lower than with bullion, (about $2500) and transactions costs are somewhat higher. However, the investor need not worry about storage and maintenance costs.

Futures

Gold futures are traded on the commodities markets. Investors in gold futures buy or sell contracts on a certain amount of a commodity (100 Troy ounces) at a certain price, at a certain point in the future. They can be bought on margin with a small down payment, say about 5% of the value of the contract. Delivery of old rarely takes place as most investors offset their contracts by taking positions opposite to what they originally took (i.e., if the investor originally sold a contract, he will buy it back in the future). Because of the high levels of leverage, profits can be high. One can also experience a very large loss if the prices move unfavorably.

Mining Stocks

Investors may buy stocks in mining companies. These stocks trade like other issues on the stock exchanges or over the counter with current yields of around 20%. Most of the stocks pay regular dividends.

Some of the dividend payout ratios may seem quite high when compared to other stock issues; the high dividends are to attract investors and compensate them for the high degree of risk associated with gold mining stocks. Prices of mining stocks somewhat parallel buillion prices. Fig II shows the direct relation between buillion prices and the prices of an investment company specializing in gold mining stocks. North American gold mining stocks include Homestake Mines, Campbell Redlake, Dome Mines and Giant Yellowknife. South African gold stocks are traded as ASA, Ltd. The South African gold stocks are generally considered riskier than the American gold stocks because of political instability. Also, studies show that mining companies tend to make money on when gold is above $200 per troy ounce.

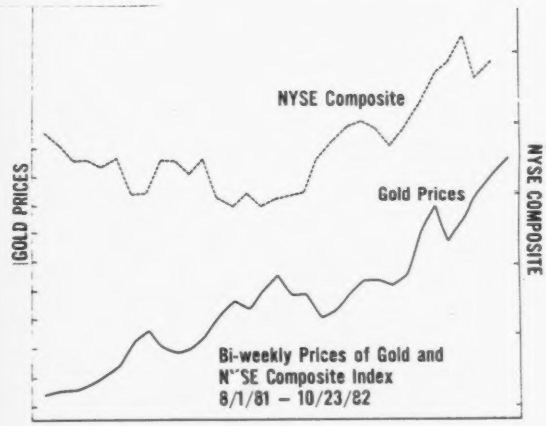
A wide variety of gold mutual funds provide an alternative to investing directly in gold or gold stocks. Some funds have combination portfolios of buillion and stocks while others invest only in stocks. Dreyfus Gold Deposits, for example, invests only in gold buillion. Many funds such as International Investors, Strategic Investments, Research Capital and Golconda investors have ranked high in terms of their overall performance recently.

Although investment in gold was stressed in these examples, most of the other precious metals offer the same kind of vehicles for investment. Table I details performance ranking of various tangible investments.

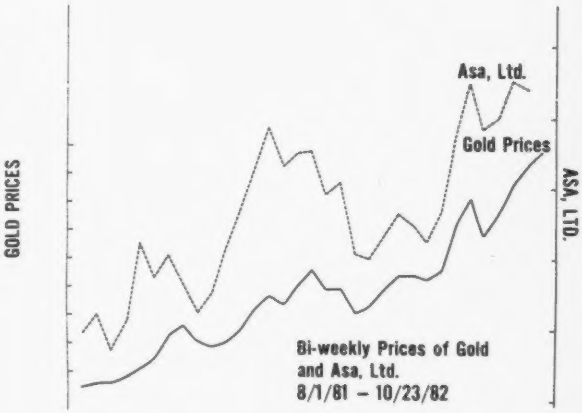
Some Practical Advice

Some experts who invest in gold related investments believe strongly that over the long haul, gold will prove to be a superior investment. By early 1984, one expert thinks that excessive money supply growth will contribute to renewed inflation and gold will resume its upward march. Predictions range from $500 to $650 on an ounce by early 1984. Andre Sharon, a specialist in gold related investment, believes that investors should buy gold - not to make money - but to preserve one's purchasing power.

Is gold a good hedge against inflation? A recent academic study, found that over the period 1968-1980, investors were more than compensated for anticipated inflation. A one percent increase inflation rate resulting in a 5 percent increase in price of gold. These results also apply to other precious metals in general. There seems to be a general consensus that many investments in the precious metals category, are good hedges against inflation over the **long run.** Investors perhaps should seriously consider putting a certain percentage of their wealth in some of these investments.



Bi-weekly Prices of Gold and N"SE Composite Index
8/1/81 – 10/23/82



Bi-weekly Prices of Gold and Asa, Ltd.
8/1/81 – 10/23/82

TABLE I
INFLATION HEDGES
COMPOUND ANNUAL RATE OF RETURN

	10 Years %	Rank	5 Years %	Rank	1 Years %	Rank
Gold	31.6	1	28.4	3	104.0	1
Oil	31.6	2	17.7	7	92.4	2
Silver	23.7	3	27.3	4	76.8	3
U.S. Stamps	21.8	4	31.0	2	43.2	4
Chinese Ceramics	18.8	5	38.7	1	13.1	11
Rare Books	16.1	6	12.7	10	14.0	10
U.S. Coins	16.0	7	21.9	5	25.3	5
Diamonds	15.1	8	18.3	6	25.0	6
Old Masters	13.4	9	15.2	8	17.4	7
U.S. Farmland	12.6	10	13.4	9	14.3	9
Housing	10.2	11	11.6	11	10.4	13
Consumer Price Index	7.7	12	8.9	12	14.5	8

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Dr. Chandy

Dr. Garrison

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Dr. Garrison recently received her Ph.D. from the University of Texas, Arlington and is Assistant Professor of Finance at North Texas State University.

A previous article by Drs. Chandy and Garrison appeared in the September, 1983 issue.

Sales Indicated By Sales Tax Collections During December, 1983 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Adams	1,356	32,609	**Hancock**	493	12,699
Alcorn	714	17,789	**Iarrison**	4,157	106,297
Amite	148	3,655	**Hinds**	9,347	261,870
Attala	379	10,948	**Holmes**	284	6,619
			Humphreys	221	4,828
Benton	53	1,224			
Bolivar	719	22,530	**Issaquena**	11	348
			Itawamba	226	6,055
Calhoun	245	5,857			
Carroll	76	1,841	**Jackson**	2,300	57,546
Chickasaw	313	7,680	**Jasper**	273	6,517
Choctaw	91	2,099	**Jefferson**	88	2,189
Claiborne	200	5,075	**Jeff Davis**	213	4,716
Clarke	225	5,376	**Jones**	2,083	50,922
Clay	370	10,441			
Coahoma	798	19,031	**Kemper**	104	2,451
Copiah	397	9,398			
Covington	462	10,586	**Lafayette**	637	15,020
			Lamar	435	10,602
DeSoto	772	20,751	**Lauderdale**	2,514	65,597
			Lawrence	164	3,807
Forrest	2,284	60,321	**Leake**	297	7,137
Franklin	103	2,782	**Lee**	2,321	69,401
			Leflore	1,067	26,685
George	216	4,761	**Lincoln**	830	21,935
Greene	86	1,990			
Grenada	598	16,844			

County	Total Sales Tax Collections	Indicated Sales	County	Total Sales Tax Collections	Indicated Sales
Lowndes	1,706	42,294	**Simpson**	423	10,067
			Smith	174	4,916
Madison	1,005	27,519	**Stone**	188	4,362
Marion	619	14,792	**Sunflower**	881	32,685
Marshall	334	8,120			
Monroe	764	19,987	**Tallahatchie**	225	5,334
Montgomery	220	5,048	**Tate**	318	7,400
			Tippah	376	10,384
Neshoba	493	11,955	**Tishomingo**	348	9,629
Newton	366	9,343	**Tunica**	115	2,720
Noxubee	188	5,197			
			Union	385	9,842
Oktibbeha	738	17,270			
			Walthall	186	4,270
Panola	539	13,092	**Warren**	1,243	29,959
Pearl River	667	15,696	**Washington**	1,847	46,633
Perry	323	16,563	**Wayne**	441	10,436
Pike	974	22,459	**Webster**	180	4,853
Pontotoc	311	8,182	**Wilkinson**	214	5,465
Prentiss	395	10,141	**Winston**	368	8,825
Quitman	140	3,340	**Yalobusha**	189	4,257
			Yazoo	625	17,421
Rankin	1,892	50,813			
Scott	465	11,216	**State Total**	63,127	1,668,136
Sharkey	154	3,681			

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS

[Seasonally Adjusted]

1969 = 100

Indicator	December 1983	November 1983	December 1982
Retail Sales	103.4	197.0	155.5
Electric Sales	241.1	208.4	142.9
Gasoline Gallonage	150.4	132.0	157.8
Loans of Savings & Loans Institutions	192.9	207.8	26.3

GENERAL FUND
Comparing July 1, 1983-December 31, 1983

	December 1983	December 1982
Sales Tax	$38,033,742(1)	$40,949,819
Use & Wholesale Compensating Tax	9,198,810 (2)	5,738,116
Individual Income Tax	20,997,704	15,723,930
Corporate Tax	7,233,226	8,938,102
Tobacco Tax	2,634,507	2,762,014
ABC Division	2,629,947	2,163,220
Beer & Wine Tax	1,557,225	1,641,989
Oil Severance Tax	3,895,562	4,429,186
Estate Tax	464,046	1,083,985
Statewide Privilege Tax	284,631	454,998
Installment Loan Tax	247,932	131,208
Gas Severance Tax	1,104,438	1,973,802
Insurance Premium Tax	415,880	482,877
Auto Tag Fees	815,796	723,830
Auto Privilege Tax	721,491	610,508
Title Fees	106,514	101,127
Petroleum Tax	425,077	453,522
Admission Tax	20,726	54,158
Timber Severance Tax	——	42,935
Slot Vending Tax	22,306	37,661
Pulpwood Scaling Fees	10,091	201
Fire Marshal Fees	27,734	36,296
Freeport Warehouse Tax	100	70
Aircraft Registration Fees	13	——
Int. on Direct Deposits	78,399	——
Tax Commission Transfer to Gen. Fund	$90,925,894	$87,633,553
Tax Comm. Special Fund Transfers	45,311,192	36,825,718
Tax Commission Total Transfers	$136,237,086	$124,459,271

(1) 2% Discount allowed and not included-$474,657

(2) 2% Discount allowed and not included-$121,553

Tax Commission Cash Balance December 31, 1983-$30,126,762

Tax Commission Cash Balance December 31, 1982-$16,554,078

COLLECTIONS
With July 1, 1982-December 31, 1982

7/1/83 to 12/31/83	7/1/82 to 12/31/82	Increase or Decrease over Prior Year	
		Amount	Percent
$240,043,470 (1)	$243,595,417	$(3,551,947)	(1.46)
49,503,764 (2)	41,657,888	7,845,876	18.83
124,639,436	107,528,677	17,110,759	15.91
41,991,574	46,370,471	(4,378,897)	(9.44)
14,776,415	15,437,830	(661,415)	(4.28)
14,232,874	13,232,874	965,997	7.28
11,483,647	11,147,974	335,673	3.01
23,428,360	26,461,235	(3,032,875)	(11.46)
3,948,272	4,121,320	(173,048)	(4.20)
387,808	592,032	(204,224)	(34.50)
1,262,135	1,017,891	244,244	24.00
15,360,075	17,024,721	(1,664,646)	(9.78)
23,527,983	31,436,705	(7,908,722)	(25.16)
1,386,680	1,943,742	442,938	22.79
1,747,878	1,598,852	149,026	9.32
647.323	590,582	56,741	9.61
2,636,520	2,532,243	104,277	4.12
226,057	184,671	41,386	22.41
43,569	253,387	(209,818)	(82.81)
42,941	63,923	(20,982)	(32.82)
61,877	34,178	27,699	81.04
112,252	128,650	(16,398)	(12.75)
130	110	20	(18.18)
659	-0-	659	——
327,317	-0-	327,317	——
$572,819,016	$566,989,377	$5,829,639	1.03
253,402,898	221,598,433	31,804,465	14.35
$826,221,914	$788,587,810	$37,634,104	4.77

(1) 2% Discount allowed and not included-$3,311,889

(2) 2% Discount allowed and not included-$491,201

Food Stamp Participation By County, November, 1983

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $131.90)	Number of Persons[3] (Average Allotment $41.70)	Coupon Value[4] (Average Per Meal $.46)
Adams	2,892	8,348	367,113
Alcorn	2,099	5,308	220,006
Amite	904	3,173	115,889
Attala	1,672	5,074	196,264
Benton	756	2,658	100,239
Bolivar, E	3,097	11,383	469,499
Bolivar, W	1,003	4,281	172,155
Calhoun	973	2,642	96,446
Carroll	767	2,269	81,984
Chickasaw, E	377	1,066	36,218
Chickasaw, W	661	1,891	64,355
Choctaw	707	1,998	76,513
Claiborne	1,196	4,009	172,443
Clark	1,183	3,266	129,074
Clay	1,591	5,102	217,639
Coahoma	3,737	13,373	563,669
Copiah	2,008	6,434	270,237
Covington	1,287	4,279	168,898
DeSoto	2,015	6,997	274,460
Forrest	4,310	11,877	539,871
Franklin	875	2,443	100,741
George	1,195	3,684	166,425
Greene	917	2,759	122,827
Grenada			
Hancock	1,810	5,134	234,372
Harrison	5,955	18,466	837,572
Hinds	13,839	42,225	1,911,580
Holmes	3,326	11,187	483,042
Humphreys	1,134	4,362	173,906
Issaquena	224	837	31,974
Itawamba	850	2,125	75,620
Jackson	5,241	17,000	846,638
Jasper	1,182	3,820	146,089
Jefferson	936	2,999	112,164
Jeff Davis	1,290	4,041	161,905
Jones	2,857	8,233	322,152
Kemper	734	2,391	89,299
Lafayette	1,137	3,334	123,909
Lamar	1,595	4,573	197,763
Lauderdale	3,828	11,452	503,462
Lawrence	905	2,688	106,370
Leake	1,785	5,161	207,057
Lee	2,192	5,849	232,455
Leflore	3,115	11,209	446,225
Lincoln	2,141	6,450	272,432
Lowndes	*2,651*	*8,599*	*361,271*
Madison	3,506	12,468	534,806
Marion	1,627	5,125	215,275
Marshall	3,016	10,470	427,015
Monroe	1,828	5,611	217,947
Montgomery	1,331	3,723	140,266
Neshoba	1,547	4,449	166,092
Newton	1,179	3,336	125,145
Noxubee	1,554	5,299	213,491
Oktibbeha	2,014	6,175	265,644
Panola	2,430	9,034	354,508
Pearl River	1,979	5,793	256,927
Perry	1,054	2,916	119,779
Pike	2,437	7,356	316,625
Pontotoc	1,122	2,799	99,140
Prentiss	1,236	3,251	123,249
Quitman	1,306	4,923	191,552
Rankin	2,099	6,311	245,616
Scott	1,499	4,578	178,042
Sharkey	933	3,839	144,569
Simpson	1,331	3,880	152,281
Smith	806	2,382	84,705
Stone	702	2,268	100,440
Sunflower	2,737	11,067	436,259
Tallahatchie	1,824	7,079	273,557
Tate	1,491	4,672	180,202
Tippah	1,331	3,672	138,418
Tishomingo	1,052	2,514	100,089
Tunica	1,317	5,055	200,741
Union	1,130	3,047	110,922
Walthall	1,159	3,913	157,610
Warren	2,961	8,659	387,834
Washington	6,139	21,595	966,060
Wayne	1,838	5,560	233,464
Webster	699	1,827	72,135
Wilkinson	1,050	3,220	122,184
Winston	1,831	5,573	216,843
Yalobusha	981	2,741	106,874
Yazoo	2,604	8,615	349,111
State Total	162,864	515,136	21,482,245

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person(**$41.70**) by total number of average meals a month (90)

Food Stamp Participation
By County, December, 1983

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $132.71)	Number of Persons[3] (Average Allotment $41.98)	Coupon Value[4] (Average Per Meal $.47)
Adams	2,888	8,291	367,718
Alcorn	2,121	5,385	222,321
Amite	900	3,170	116,790
Attala	1,669	5,049	192,826
Benton	755	2,634	100,196
Bolivar, E	3,118	11,402	471,468
Bolivar, W	1,003	4,281	168,949
Calhoun	986	2,710	101,966
Carroll	793	2,379	88,814
Chickasaw, E	371	1,052	36,204
Chickasaw, W	644	1,833	63,896
Choctaw	722	2,042	79,197
Claiborne	1,212	3,920	173,462
Clark	1,192	3,309	131,764
Clay	1,609	5,115	220,000
Coahoma	3,754	13,421	569,306
Copiah	2,020	6,476	270,432
Covington	1,266	4,193	163,137
DeSoto	2,024	7,099	282,312
Forrest	4,259	11,805	542,195
Franklin	862	2,441	99,764
George	1,199	3,717	167,085
Greene	933	2,807	124,371
Grenada	1,242	3,908	161,879
Hancock	1,837	5,267	245,879
Harrison	6,078	18,826	856,714
Hinds	13,964	42,368	1,933,220
Holmes	3,346	11,349	489,406
Humphreys	1,162	4,461	173,356
Issaquena	223	848	31,624
Itawamba	865	2,160	77,728
Jackson	5,137	16,636	826,317
Jasper	1,214	3,920	148,810
Jefferson	973	3,143	115,473
Jeff Davis	1,276	4,023	164,020
Jones	2,805	8,096	328,220
Kemper	731	2,411	90,846
Lafayette	1,146	3,379	123,845
Lamar	1,581	4,467	196,947
Lauderdale	3,934	11,809	519,038
Lawrence	891	2,639	107,674
Leake	1,801	5,221	208,092
Lee	2,201	5,931	237,135
Leflore	3,110	11,157	449,569
Lincoln	2,212	6,715	289,412
Lowndes	*2,676*	*8,731*	*365,779*
Madison	3,423	12,227	527,131
Marion	1,660	5,276	229,349
Marshall	2,888	9,969	421,153
Monroe	1,925	5,924	242,895
Montgomery	1,363	3,844	148,109
Neshoba	1,554	4,482	168,480
Newton	1,207	3,422	130,015
Noxubee	1,572	5,361	215,893
Oktibbeha	2,019	6,156	265,961
Panola	2,417	9,033	357,306
Pearl River	1,992	5,816	260,678
Perry	1,075	2,995	123,943
Pike	2,432	7,384	323,970
Pontotoc	1,130	2,842	100,300
Prentiss	1,258	3,341	127,219
Quitman	1,317	5,002	195,375
Rankin	2,032	6,013	248,261
Scott	1,533	4,662	180,166
Sharkey	921	3,685	140,764
Simpson	1,329	3,845	154,606
Smith	818	2,462	88,001
Stone	711	2,295	101,512
Sunflower	2,700	10,979	432,448
Tallachatchie	1,861	7,191	280,684
Tate	1,595	4,722	181,392
Tippah	1,323	3,636	136,525
Tishomingo	1,088	2,629	109,667
Tunica	1,325	5,050	200,697
Union	1,146	3,107	112,841
Walthall	1,169	3,927	161,936
Warren	2,965	8,721	390,713
Washington	6,138	21,649	956,106
Wayne	1,846	5,660	238,196
Webster	698	1,805	70,827
Wilkinson	1,069	3,295	126,810
Winston	1,826	5,553	216,595
Yalobusha	993	2,787	109,590
Yazoo	2,618	8,614	345,485
State Total	163,639	517,327	21,714,855

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($41.98) by total number of average meals a month (90)

NEW AND EXPANDED INDUSTRY

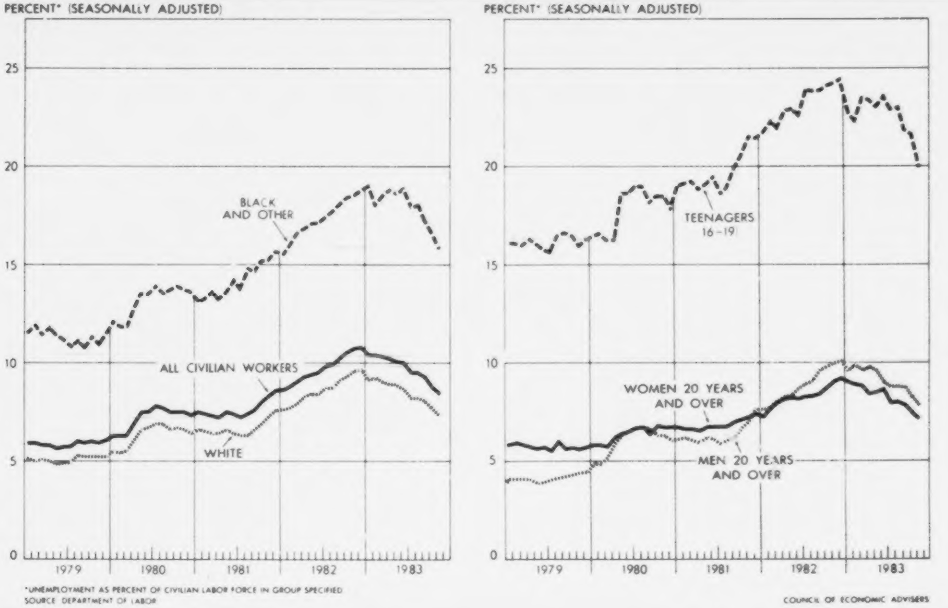
Town	Firm	Product	No. of Employees
NEW			
Belmont	**Halsen Chemical Co.**	Chemicals	10
	Mississippi Tool Supplies	Tools	10
Booneville	**Parker-Hannifin Corp.**	Auto AC Hose Assemblies	75
Fulton	**Mid-American Hardware, Inc.**	Cabinet Parts, Mill work	25
Olive Branch	**Snap-ON-Tools**	Hand Tools	25
Pontotoc	**Moss Hill Chairs, Inc.**	Upholstered Chairs	140
Tupelo	**Cooper Tire & Rubber**	Tires	400
EXPANDED			
Belmont	**Kaydee Metals**	Metal & Wood Comm. Chairs	60
Burnsville	**Dixie Sportswear**	Sportswear	190
Meridian	**Hardin's Bakery**	Bread	
West Point	**West Point Casket Co.**	Caskets	3

CPI For All Urban Consumers, Percent Change, 6 Months and Year

Expenditure category	Seasonally adjusted								Unadjusted
	Changes from preceding month							Compound annual rate 3-mos. ended Dec. '83	12-mos. ended Dec. '83
	1983								
	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
All items	.2	.4	.4	.5	.4	.3	.3	4.0	3.8
Food and beverages	-.3	-.1	.2	.4	.5	.1	.3	3.8	2.7
Housing	.2	.4	.2	.5	.2	.5	.2	3.7	3.5
Apparel and upkeep	.4	.6	.4	0	0	.1	-.1	0	2.9
Transportation	.4	.5	1.0	.8	.6	.2	.3	4.1	3.9
Medical care	.5	.6	.5	.4	.4	.4	.5	5.3	6.4
Entertainment	.4	.4	.3	.4	.7	.3	.1	4.6	3.9
Other goods and services	.6	1.3	.6	-.1	.7	.6	.6	8.0	8.0

SELECTED UNEMPLOYMENT RATES

The seasonally adjusted overall unemployment rate, which includes resident Armed Forces in the labor force, fell to 8.2 percent in November from 8.7 percent in October. The unemployment rate for all civilian workers fell to 8.4 percent in November from 8.8 percent in October.



*UNEMPLOYMENT AS PERCENT OF CIVILIAN LABOR FORCE IN GROUP SPECIFIED.
SOURCE: DEPARTMENT OF LABOR.

COUNCIL OF ECONOMIC ADVISERS

[Monthly data seasonally adjusted]

Period	Unemployment rate, all workers [1]	Unemployment rate (percent of civilian labor force in group)													Labor force time lost (percent) [2]
		All civilian workers	By sex and age			By race			By selected groups					
			Men 20 years and over	Women 20 years and over	Both sexes 16–19 years	White	Black and other		Experienced wage and salary workers	Married men, spouse present	Women who maintain families	Full-time workers	Part-time workers	
							Total	Black						
1977	6.9	7.1	5.2	7.0	17.8	6.2	13.1	14.0	6.6	3.6	9.4	6.6	9.9	7.6
1978	6.0	6.1	4.3	6.0	16.4	5.2	11.9	12.8	5.6	2.8	8.5	5.6	9.0	6.5
1979	5.8	5.8	4.2	5.7	16.1	5.1	11.3	12.3	5.5	2.8	8.3	5.3	8.8	6.3
1980	7.0	7.1	5.9	6.4	17.8	6.3	13.1	14.3	6.9	4.2	9.2	6.9	8.8	7.9
1981	7.5	7.6	6.3	6.8	19.6	6.7	14.2	15.6	7.3	4.3	10.4	7.3	9.4	8.5
1982	9.5	9.7	8.8	8.3	23.2	8.6	17.3	18.9	9.3	6.5	11.7	9.6	10.5	11.0
1982: Nov	10.6	10.7	10.0	9.0	24.2	9.6	18.5	20.2	10.5	7.6	12.5	10.6	11.3	12.4
Dec	10.7	10.8	10.1	9.2	24.5	9.7	18.8	20.8	10.7	7.8	13.2	10.8	11.1	12.7
1983: Jan	10.2	10.4	9.6	9.0	22.7	9.1	19.0	20.8	10.1	7.1	13.2	10.3	10.6	11.7
Feb	10.2	10.4	9.9	8.9	22.2	9.2	18.0	19.7	10.1	7.2	13.0	10.4	10.1	12.0
Mar	10.1	10.3	9.6	8.8	23.5	9.0	18.5	19.9	10.1	7.1	13.5	10.3	10.5	11.8
Apr	10.1	10.2	9.8	8.4	23.4	8.9	18.8	20.8	9.9	7.1	13.2	10.2	10.6	11.4
May	10.0	10.1	9.6	8.5	23.0	8.9	18.6	20.6	9.8	7.0	12.9	9.9	11.0	11.5
June	9.8	10.0	9.0	8.6	23.6	8.6	18.9	20.6	9.4	6.6	12.8	9.7	12.1	10.8
July	9.3	9.5	8.8	7.9	22.8	8.2	17.9	19.5	9.0	6.1	11.6	9.4	10.2	10.4
Aug	9.4	9.5	8.8	8.0	23.0	8.2	18.1	20.0	9.1	6.3	11.6	9.4	10.1	10.6
Sept	9.1	9.3	8.7	7.8	21.8	8.1	17.2	19.0	8.8	6.1	12.2	9.2	10.0	10.6
Oct	8.7	8.8	8.2	7.4	21.6	7.7	16.6	18.1	8.5	5.8	11.1	8.7	9.8	10.0
Nov	8.2	8.4	7.8	7.1	19.9	7.3	15.8	17.3	8.0	5.5	10.3	8.2	9.6	9.8

[1] Unemployed as percent of total labor force including resident Armed Forces.

[2] Aggregate hours lost by the unemployed and persons on part time for economic reasons as percent of potentially available labor force hours.

Source: Department of Labor, Bureau of Labor Statistics.

Mississippi Agriculture Report
December, 1983

The December 15, 1983 Index of Prices received by Mississippi farmers for all commodities was up 4 points, (3 percent) at 126 percent of its January-December 1977 average.

Decreases in cotton, rice and soybean prices were responsible for the 1 point (1 percent) decline in the All Crops Index leaving it at 114 percent of its January-December 1977 average.

Increases in beef cattle, broiler and egg prices were responsible for the 11 point (8 percent) rise in the Livestock Products Index leaving it at 143 percent of its January-December 1977 average.

The December ratio of prices received by Mississippi farmers to U.S. prices paid was 78 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for December was 162, up 1 point from mid-November.

PRICES RECEIVED AND PAID BY FARMERS—MISSISSIPPI

COMMODITY	UNIT	Dec 15 1982	Nov 15 1983 3/	Dec 15 1983
		Dollars		
PRICES RECEIVED				
Rice 4/	Cwt.	8.06	8.82	8.67
Sweet potatoes	Cwt.	8.35	11.50	9.80
Soybeans	Bu.	5.54	7.83	7.77
Cotton	Lb.	.566	.672	.669
Cottonseed	Ton	60.00	165.00	165.00
Hogs 4/	Cwt.	53.50	37.50	44.80
Cows	Cwt.	34.40	31.00	32.50
Steers & Heifers	Cwt.	55.10	52.50	56.90
Beef Cattle	Cwt.	40.30	38.60	41.00
Calves	Cwt.	57.60	57.90	55.20
Milk Cows 1/	Head	6/	6/	6/
All Milk, Whsl.	Cwt.	14.40	14.70	14.70
Fluid	Cwt.	14.50	14.80	——
Mfg.	Cwt.	12.80	12.60	——
Comm. Broilers 2/	Lbs.	.255	.320	.370
Eggs	Doz.	.422	.665 5/	.830 5/
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	10.50	13.00	12.00
Beef Cattle Concentrate, 32-36% Protein	Cwt.	10.50	13.50	13.50
Cottonseed Meal, 41% Protein	Cwt.	11.50	14.50	15.00
Soybean Meal, 44% Protein	Cwt.	12.00	15.00	16.00
Dairy Feed, 16% Protein	Ton	164.00	195.00	200.00
Chick Starter	Ton	169.00	215.00	205.00
Laying Feed	Ton	140.00	184.00	205.00
Broiler Grower	Ton	161.00	205.00	195.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S. Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October.

SOURCE: Mississippi Crop and Livestock Reporting Service.

Financial Transactions, Regional and United States, from Banks and S & L's, December, 1983.

$millions	DEC. 1983	NOV. 1983	DEC. 1982	ANN. % CHG.		DEC. 1983	NOV. 1983	DEC. 1982	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,304,962	1,298,909	1,197,213	+ 9	Savings & Loans**				
Demand	291,748	298,864	294,695	− 1	Total Deposits	595,999	586,027	541,817	+ 10
NOW	84,452	82,970	66,498	+ 27	NOW	17,865	17,785	12,670	+ 41
Savings	342,250	344,646	155,568	+ 120	Savings	167,402	163,094	96,764	+ 73
Time	603,462	603,985	701,700	− 14	Time	424,902	424,395	433,373	− 2
Credit Union Deposits	60,875	60,557	52,030	+ 17		SEPT	AUG	SEPT	
Share Drafts	5,346	5,412	3,874	+ 38	Mortgages Outstanding	472,267	472,701	485,125	− 3
Savings & Time	49,828	49,834	43,329	+ 15	Mortgage Commitments	31,827	32,013	17,176	+ 85
SOUTHEAST									
Commercial Bank Deposits	148,526	146,684	128,634	+ 15	Savings & Loans				
Demand	34,600	34,474	34,163	+ 1	Total Deposits	N.A.	N.A.	N.A.	
NOW	10,847	10,641	8,700	+ 25	NOW	N.A.	N.A.	N.A.	
Savings	38,433	35,619	15,282	+ 151	Savings	N.A.	N.A.	N.A.	
Time	66,652	66,159	72,684	− 8	Time	N.A.	N.A.	N.A.	−
Credit Union Deposits	5,943	5,933	4,932	+ 20		SEPT	AUG	SEPT	
Share Drafts	450	474	345	+ 30	Mortgages Outstanding	67,455	66,728	68,393	− 1
Savings & Time	5,022	5,066	4,153	+ 21	Mortgage Commitments	5,142	5,007	2,894	+ 78
ALABAMA									
Commercial Bank Deposits	15,636	15,388	14,215	+ 10	Savings & Loans**				
Demand	3,632	3,642	3,526	+ 3	Total Deposits	5,143	5,144	4,511	+ 14
NOW	996	966	766	+ 30	NOW	141	141	106	+ 33
Savings	3,138	3,160	1,609	+ 95	Savings	853	864	565	+ 51
Time	7,901	8,054	8,588	− 8	Time	4,184	4,186	3,874	+ 8
Credit Union Deposits	897	911	854	+ 5		SEPT	AUG	SEPT	
Share Drafts	80	84	67	+ 19	Mortgages Outstanding	3,712	3,704	3,787	− 2
Savings & Time	774	783	723	+ 7	Mortgage Commitments	272	257	46	+ 491
FLORIDA									
Commercial Bank Deposits	52,396	51,416	42,255	+ 24	Savings & Loans**				
Demand	12,292	11,951	12,170	+ 1	Total Deposits	53,337	53,379	48,051	+ 11
NOW	4,430	4,395	3,786	+ 17	NOW	2,152	2,029	1,416	+ 52
Savings	17,922	17,882	6,517	+ 175	Savings	15,008	15,337	7,941	+ 89
Time	18,454	18,041	20,504	− 10	Time	36,428	36,406	38,753	− 6
Credit Union Deposits	2,616	2,604	2,217	+ 18		SEPT	AUG	SEPT	
Share Drafts	221	240	181	+ 22	Mortgages Outstanding	39,988	38,386	40,204	− 1
Savings & Time	2,041	2,067	1,715	+ 19	Mortgage Commitments	3,468	3,329	2,313	+ 50
GEORGIA									
Commercial Bank Deposits	21,408	21,347	18,142	+ 18	Savings & Loans				
Demand	6,599	6,732	6,167	+ 7	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,493	1,461	1,255	+ 19	NOW	N.A.	N.A.	N.A.	
Savings	4,785	4,815	1,709	+ 180	Savings	N.A.	N.A.	N.A.	
Time	9,348	9,382	9,737	− 4	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,349	1,334	918	+ 47		SEPT	AUG	SEPT	
Share Drafts	64	68	37	+ 73	Mortgages Outstanding	8,212	8,156	8,881	− 8
Savings & Time	1,186	1,191	818	+ 45	Mortgage Commitments	503	533	188	+ 168
LOUISIANA									
Commercial Bank Deposits	25,264	24,868	23,178	+ 9	Savings & Loans**				
Demand	5,644	5,661	5,759	− 2	Total Deposits	8,965	8,929	8,077	+ 11
NOW	1,409	1,383	1,174	+ 21	NOW	193	190	129	+ 50
Savings	5,328	5,361	2,478	+ 115	Savings	2,423	2,408	1,282	+ 89
Time	12,955	12,967	14,081	− 8	Time	6,424	6,407	6,692	− 4
Credit Union Deposits	200	201	163	+ 23		SEPT	AUG	SEPT	
Share Drafts	23	23	11	+ 109	Mortgages Outstanding	7,730	7,723	7,386	+ 5
Savings & Time	189	194	154	+ 23	Mortgage Commitments	620	623	198	+ 213
MISSISSIPPI									
Commercial Bank Deposits	11,566	11,529	10,611	+ 9	Savings & Loans**				
Demand	2,288	2,287	2,311	− 1	Total Deposits	2,559	2,527	2,461	+ 4
N O W	808	777	636	+ 27	NOW	95	92	65	+ 46
Savings	2,294	2,440	762	+ 201	Savings	507	499	246	+ 106
Time	6,408	6,279	7,042	− 9	Time	1,997	1,960	2,171	− 8
Credit Union Deposits	*	*	*	*		SEPT	AUG	SEPT	
Share Drafts	*	*	*	*	Mortgages Outstanding	2,051	2,020	2,144	− 4
Savings & Time	*	*	*	*	Mortgage Commitments	57	55	19	+ 200
TENNESSEE									
Commercial Bank Deposits	22,256	22,136	20,233	+ 10	Savings & Loans**				
Demand	4,145	4,201	4,230	− 2	Total Deposits	7,321	7,333	6,537	+ 12
NOW	1,711	1,659	1,083	+ 58	NOW	219	213	125	+ 75
Savings	4,966	4,961	2,207	+ 125	Savings	1,499	1,526	697	+ 115
Time	11,586	11,436	12,732	− 9	Time	5,608	5,636	5,722	− 2
Credit Union Deposits	881	883	780	+ 13		SEPT	AUG	SEPT	
Share Drafts	62	59	49	+ 27	Mortgages Outstanding	5,762	5,739	5,992	− 4
Savings & Time	832	831	743	+ 12	Mortgage Commitments	222	210	130	+ 71

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting.

** = S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight. January 15, 1984.

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Oct. 1983	Sept. 1983	Annual % Change	Oct. 1983	Sept. 1983	Oct. 1982	Oct. 1983	Sept. 1983	Annual % Change
ALABAMA	1,319.1	1,314.1	+ 1	12.3	12.3	15.3	111.6	105.9	+ 4
Birmingham	334.5	333.6	+ 1	12.0	12.2	16.1	52.0	49.2	– 4
Huntsville	132.6	132.5	+ 4	9.3	9.1	12.2	22.5	22.0	+ 6
Mobile	146.7	144.4	0	14.1	14.7	15.0	22.9	20.9	+ 6
Montgomery	105.1	104.4	+ 1	10.9	10.5	12.0	14.2	13.8	+ 11
FLORIDA	3,916.7	3,877.2	+ 5	8.6	8.1	9.2	*	1,677.0	––
Daytona Beach	85.5	84.6	+ 3	7.4	6.7	7.6	16.2	16.2	+ 5
Ft. Lauderdale	367.7	365.6	+ 4	7.0	6.4	7.6	256.3	161.7	+ 54
Jacksonville	317.3	312.8	+ 3	8.3	7.3	7.3	86.8	80.0	+ 2
Melbourne	115.3	114.5	+ 6	8.1	7.2	8.1	21.3	21.4	+ 24
Miami	734.2	733.9	+ 1	9.7	9.2	11.1	*	650.6	––
Orlando	339.9	337.7	+ 5	7.1	6.6	7.7	291.7	241.7	+ 75
Sarasota	78.6	77.8	+ 7	5.9	5.7	7.8	45.1	38.3	– 15
Tallahassee	75.3	75.2	– 2	5.0	4.4	4.9	26.7	23.6	+ 11
Tampa-St. Pete	605.8	602.2	+ 3	7.4	6.9	8.2	288.6	249.8	+ 7
West Palm Beach	228.1	224.3	+ 5	9.3	9.5	9.7	117.1	193.6	+ 8
GEORGIA	2,279.5	2,269.4	+ 3	7.1	7.1	7.6	1,646.4	1,446.3	+ 10
Atlanta	1,041.4	1,036.9	+ 2	6.2	6.1	6.5	1,590.6	1,394.1	+ 0
Augusta	123.6	123.6	+ 0	9.0	9.3	9.6	8.2	12.2	– 25
Columbus	80.3	80.0	+ 3	8.5	8.4	9.3	8.1	8.0	+ 28
Macon	100.0	99.9	+ 1	7.8	7.9	7.3	4.6	4.4	+ 2
Savannah	89.5	89.0	– 1	8.4	8.5	8.3	34.9	27.5	+ 17
LOUISIANA	1,596.0	1,587.2	– 1	10.9	11.7	11.5	286.7	241.7	+ 5
Baton Rouge	211.4	210.1	+ 2	9.1	9.8	10.2	24.2	23.3	+ 7
New Orleans	506.6	501.7	– 1	9.9	10.7	10.3	262.5	218.4	+ 5
MISSISSIPPI	799.3	794.8	+ 1	11.0	11.4	11.1	35.4	32.1	+ 27
Biloxi-Gulfport	61.6	61.7	+ 0	12.4	12.7	10.1	6.5	6.5	+ 0
Jackson	147.9	146.6	+ 1	7.3	7.7	7.7	28.9	25.9	+ 36
TENNESSEE	1,713.5	1,701.5	+ 2	9.5	9.4	11.5	160.8	146.4	+ 3
Chattanooga	165.9	164.8	+ 2	9.1	8.6	9.8	18.4	17.7	+ 19
Knoxville	203.9	202.2	0	8.7	8.8	8.8	38.1	34.1	– 17
Nashville	364.8	363.8	– 1	6.7	6.9	8.4	104.3	94.6	+ 6

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Oct. 1983	Sept. 1983	Annual % Change	Oct. 1983	Sept. 1983	Annual % Change	Oct. 1983	Sept. 1983	Annual % Change
ALABAMA	450.1	430.2	+ 16	7,732	7,696	+ 76	7,119	6,764	+ 69
Birmingham	175.5	172.1	+ 37	1,821	1,722	+ 58	1,558	1,455	+ 136
Huntsville	66.0	60.0	+ 48	1,553	1,593	+ 104	2,774	2,237	+ 278
Mobile	64.6	62.2	+ 73	876	888	+ 73	715	744	+ 61
Montgomery	37.8	34.7	+ 15	-	-	-	-	-	-
FLORIDA	3,933.4	3,875.1	+ 27	95,607	92,295	+ 84	82,561	81,178	+ 64
Daytona Beach	78.9	81.1	+ 19	3,790	3,683	+ 95	949	942	– 23
Ft. Lauderdale	395.4	376.1	+ 35	3,941	3,753	+ 124	9,276	8,970	+ 85
Jacksonville	308.4	345.2	+ 53	5,544	5,448	+ 93	5,311	4,750	+ 152
Melbourne	124.6	117.3	+ 70	4,015	3,967	+ 83	2,533	2,335	+ 77
Miami	597.2	563.0	+ 30	5,052	4,607	+ 186	7,627	8,027	+ 30
Orlando	479.7	490.7	+ 7	11,611	11,362	+ 85	7,933	7,188	+ 124
Sarasota	80.4	78.7	+ 9	2,593	2,598	+ 70	1,754	1,896	+ 21
Tallahassee	29.0	27.7	– 4	2,003	1,890	+ 90	1,006	1,069	+ 4
Tampa-St. Pete	649.7	626.3	+ 41	15,747	14,998	+ 89	12,480	12,768	+ 78
West Palm Beach	312.9	314.7	– 1	8,996	8,666	+ 109	8,307	7,699	+ 123
GEORGIA	1,272.1	1,232.1	+ 29	40,468	39,776	+ 70	24,101	23,349	+ 101
Atlanta	874.1	845.4	+ 27	27,667	27,043	+ 77	13,411	13,216	+ 93
Augusta	46.1	46.6	+ 16	2,306	2,314	+ 117	1,171	1,118	+ 70
Columbus	41.3	32.1	+ 20	541	528	+ 109	913	909	+ 186
Macon	33.9	38.2	– 20	-	-	-	-	-	-
Savannah	57.6	57.1	+ 32	-	-	-	-	-	-
LOUISIANA	1,209.9	1,209.0	+ 31	16,882	16,603	+ 64	15,963	14,390	+ 98
Baton Rouge	250.3	243.5	+ 111	3,834	3,771	+ 118	3,360	3,227	+ 57
New Orleans	498.6	454.1	+ 62	6,330	6,209	+ 91	6,355	5,777	+ 199
MISSISSIPPI	191.6	190.0	+ 28	4,822	4,658	+ 48	4,478	3,837	+ 114
Biloxi-Gulfport	23.7	24.7	– 2	-	-	-	-	-	-
Jackson	36.3	42.0	– 3	755	736	+ 126	480	408	+ 23
TENNESSEE	788.2	742.4	+ 18	13,550	13,226	+ 97	15,073	14,223	+ 123
Chattanooga	57.6	57.2	– 9	1,033	1,010	+ 65	817	757	+ 70
Knoxville	116.4	126.2	– 2	1,524	1,474	+ 60	679	576	+ 38
Nashville	257.9	228.9	+ 61	3,950	3,838	+ 132	6,809	6,257	+ 250

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

* - August data not available.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, January 1, 1984.

STATE ECONOMIC INDICATORS

Indicator	December 1983[1]	November 1983[2]	December 1982[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	923,600	933,900	926,700	—1.1	—0.3
Non-Ag Employment	800,800	798,900	793,600	1.9	7.2
Mining	11,200	11,200	11,400	0	—0.2
Contract Construction	37,500	37,900	40,000	—0.4	—2.5
Manufacturing	207,500	207,200	197,900	0.3	9.6
Transportation and Public Utilities	38,600	39,300	39,400	—0.7	—0.8
Wholesale and Retail Trade	167,400	164,500	166,400	2.9	1.0
Finance, Insurance and Real Estate	33,200	33,100	32,900	0.1	0.3
Service	123,900	124,200	123,600	—0.3	0.3
Government	181,500	181,500	182,000	—0—	—0.5
Unemployment Rate (Per Cent Labor Force)	10.1	11.3	11.9	——	——
Average Weekly Earnings in Manufacturing (Dollars)	289.67	278.52	261.85	4.0	10.6
Average Hourly Earnings in Manufacturing (Dollars)	6.98	6.86	6.53	1.7	6.9
Average Weekly Hours in Manufacturing	41.5	40.6	40.1	2.2	3.5
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,670	2,622	2,828	1.8	—5.6
Gasoline Delivered to Dealers (gals.)[6]	118,672	106,004	122,132	5.1	2.9
BANKING AND FINANCE (000's)					
Loans of Savings and Loan Associations[7]	35,763	32,749	39,930	9.2	—10.4
Construction Loans	10,890	21,929	1,393	—50.3	681.8
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	1,947,599	1,661,139	1,650,635	17.2	18.0
RETAIL SALES (000's)[9]	9,082,948	183,328,090	1,365,622	—95.0	565.0

Indicator	September 1983	August 1983	September 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	119,059	103,454	111,881	15.1	6.4
Cash Receipts from Marketing Livestock	95,881	98,628	73,004	—2.8	31.3
Cash Receipts from Marketing Crops	23,178	4,826	38,877	380.3	—40.4

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for August

[6] Mississippi Motor Vehicle Comptroller

[7] Federal Home Loan Bank of Dallas (Formerly of Little Rock)

[8] Mississippi Power Company, Mississippi Power and Light Company. Tennessee Valley Authority figures not available

[9] Mississippi Tax Commission

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Dec.	PerCent Month Ago	Change Year Ago	Current Month Dec.	Month Ago	Year Ago
Aberdeen	46,830	4.8	2.6	3,250	27,500	5,000
Baldwyn	23,711	−23.1	18.1	——	——	——
Batesville	53,374	1.2	3.7	12,400	34,400	82,000
Bay Springs	21,834	12.2	8.7	——	——	——
Bay St. Louis	33,090	−6.5	−18.3	——	——	——
Belmont	9,440	0.6	2.7	——	——	——
Belzoni	28,447	−12.3	−1.9	—0—	3,000	1,000
Biloxi	265,172	−6.1	−1.6	157,670	263,083	176,600
Brandon	40,028	−3.5	5.2	398,000	——	——
Brookhaven	121,795	0.9	2.5	898,000	20,500	3,000
Brooksville	2,848	4.9	8.2	——	——	——
Canton	60,225	−9.2	0.1	——	——	——
Carthage	42,368	−4.3	8.7	13,000	119,000	—0—
Charleston	20,358	−5.2	3.3	——	——	——
Clarksdale	113,726	1.4	−11.8	——	——	——
Cleveland	91,031	−10.7	−16.9	——	——	——
Collins	39,768	9.0	57.4	——	——	——
Columbia	94,004	1.0	−1.7	——	——	——
Columbus	244,061	−0.5	7.0	167,255	145,000	166,750
Corinth	106,639	−6.1	−16.7	177,405	——	——
Crystal Springs	25,857	17.7	−0.2	——	11,000	38,500
Drew	9,817	−15.0	−12.1	——	——	——
Edwards	2,644	−42.5	−20.7	——	——	——
Ellisville	17,099	16.7	13.6	——	——	——
Eupora	15,611	−3.7	−3.6	——	——	——
Fayette	10,211	1.0	11.0	——	——	——
Forest	52,665	3.7	12.9	——	——	——
Greenville	254,681	3.7	−7.1	——	——	——
Greenwood	139,786	−9.3	−6.6	——	——	——
Grenada	97,273	7.4	9.3	351,000	28,000	4,000
Gulfport	277,368	−4.5	4.0	188,538	1,529,991	——
Hattiesburg	367,194	−5.9	1.6	——	——	——
Hernando	23,367	12.1	−0—	——	——	——
Hollandale	12,116	−10.9	−24.0	——	——	——
Holly Springs	38,984	−18.5	−4.8			
Houston	36,251	2.1	13.1	——	——	——
Indianola	60,067	2.2	−11.6	——	——	——
Iuka	24,827	−5.1	−10.8	——	——	——
Jackson	1,415,216	−4.3	5.5	1,378,311	——	——
Kosciusko	57,323	−0.5	4.2	——	——	——
Laurel	286,556	0.6	−10.6	947,944	145,571	40,175
Leland	23,975	19.4	15.6	4,175	——	——
Lexington	21,514	−5.3	−16.1	——	——	——
Louisville	60,014	23.6	26.3	6,048	——	——
Lucedale	33,181	3.1	2.0	45,000	4,750	—0—
Lumberton	10,218	26.7	18.2	——	——	——
Macon	16,507	−9.1	3.2	——	——	——
Magee	47,897	4.7	11.2	——	——	——
Magnolia	8,820	0.9	3.5	18,000	9,500	——
Marks	15,711	−3.0	−14.9	——	——	——
McComb	124,380	−5.5	−13.0	8,810	122,077	23,700
Meadville	5,839	9.9	9.4	——	——	——
Mendenhall	18,644	−6.3	−0.4	22,000	——	——
Meridian	384,646	−2.0	6.6	508,923	473,821	147,032
Monticello	19,221	−4.3	6.4	——	——	——
Morton	20,623	2.8	0.6	——	——	——
Moss Point	50,424	−1.8	5.7	111,350	122,343	48,145
Natchez	199,887	−12.1	−19.1	203,500	124,375	118,150
New Albany	62,659	7.9	11.0	13,000	13,500	——
Newton	27,869	12.0	19.3	——	28,500	3,500
Ocean Springs	72,842	−2.2	−1.7	——	——	——
Okolona	14,303	2.4	15.7	——	1,000	13,591
Oxford	102,123	13.3	10.0	21,700	22,300	18,144
Pascagoula	188,091	0.8	−1.9	558,750	111,350	98,707
Pass Christian	12,953	−6.0	−0.7	45,960	21,500	6,650
Philadelphia	74,873	21.2	31.0	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Dec.	PerCent Month Ago	Change Year Ago	Current Month Dec.	Month Ago	Year Ago
Picayune	85,493	—9.1	8.6	20,000	——	——
Pontotoc	43,609	—3.4	5.1	——	——	——
Poplarville	16,107	—12.3	—0.9	——	——	——
Port Gibson	15,964	6.6	2.0	——	——	——
Prentiss	22,114	2.4	10.8	6,000	9,800	—0—
Quitman	27,648	14.7	12.3	——	——	——
Raymond	5,638	25.5	7.5	——	——	——
Richton	9,920	—9.1	16.2	——	——	——
Rosedale	5,954	—27.7	—18.1	——	——	——
Ruleville	10,002	—22.0	—8.5	——	——	——
Sardis	15,658	—17.3	—0.9	—0—	2,000	4,000
Senatobia	43,582	—13.6	—5.0	2,000	—0—	31,400
Shelby	7,700	—22.6	—29.0	——	——	——
Starkville	104,895	0.6	—2.9	32,600	140,600	10,300
Summit	8,266	—23.4	—11.5	——	——	——
Taylorsville	12,053	—1.4	21.2	——	——	——
Tchula	2,216	—59.3	—4.9	——	——	——
Tunica	12,004	—21.3	—21.1	——	——	——
Tupelo	334,775	—2.0	0.3	165,367	514,549	172,167
Union	18,049	45.0	15.6	——	——	——
Utica	10,213	10.4	6.4	——	——	——
Vicksburg	187,409	—0.1	—3.1	4,578,923	87,838	2,217,500
Walnut Grove	1,341	8.6	—26.7	——	——	——
Water Valley	22,801	—8.6	6.2	——	——	——
Waynesboro	55,804	1.6	3.6	5,500	—0—	—0—
West Point	54,873	—2.5	—3.1	19,000	65,971	4,500
Wiggins	25,268	2.6	9.9	2,000	—0—	—0—
Winona	33,306	—2.1	6.3	——	——	——
Yazoo City	62,729	—13.3	0.1	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	December 1983	November 1983	December 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	157,500	158,200	162,000	—0.4	—2.8
Unemployed Persons	9,800	10,800	12,000	—9.3	—18.3
Per Cent of Labor Force	6.2	6.8	7.4	——	——
Employed Persons	147,700	147,400	150,000	0.2	—1.5
Non-Ag Wage & Salaries	127,300	126,300	129,700	0.8	—1.9
Manufacturing	19,400	19,600	19,300	—1.0	0.5
CITY SALES TAX COLLECTIONS	1,473,739	1,539,149	1,553,275	—4.2	—5.1

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	December 1983	November 1983	December 1982	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	67,840	68,710	69,640	—1.3	—2.6
Unemployed Persons	7,270	8,110	7,510	—10.4	—3.2
Per Cent of Labor Force	10.7	11.8	10.8	——	——
Employed Persons	60,570	60,600	62,130	—0	—2.5
Non-Ag Wage & Salaries	51,240	51,030	52,760	0.4	—2.9
Manufacturing	9,070	9,160	9,110	—1.0	—0.4
CITY SALES TAX COLLECTIONS	555,493	586,292	548,948	—5.2	1.2

1983 Annual Crop Summary
Estimated Acreage, Yield and Production of Crops With 1982 Comparisons

CROP		ACRES PLANTED		ACRES HARVESTED		YIELD PER ACRE		PRODUCTION	
		1982	1983	1982	1983	1982	1983	1982	1983
		-Thousands-		-Thousands-		-Unit-		-Thousands-	
				MISSISSIPPI					
Cotton Lint 2/	Lbs.	1,000	685	990	675	853	640	1,760	900
Cottonseed	Tons	--	--	--	--	--	--	650	342
Corn: All 1/		140	100	135	97	--	--	--	--
Grain	Bu.	--	--	90	55	62	64	5,580	3,520
Silage	Tons	--	--	42	40	12.0	12.0	504	480
Forage 3/	Tons	--	--	3	2	--	--	--	--
Soybeans: For Beans 1/	Bu.	3,700	3,320	3,550	3,120	26.0	18.5	92,300	57,720
Winter Wheat	Bu.	1,100	720	1,050	600	38.0	34.0	39,900	20,400
Rice: All 4/	Lbs.	250	162	245	161	4,100	4,000	10,045	6,440
Long Grain	Lbs.	250	162	245	161	4,100	4,000	10,045	6,440
Medium Grain	Lbs.	--	--	--	--	--	--	--	--
Short Grain	Lbs.	--	--	--	--	--	--	--	--
Sorghum: All 1/		150	260	144	255	--	--	--	--
Grain 1/	Bu.	--	--	115	225	60.0	55.0	6,900	12,375
Silage	Tons	--	--	19	24	14.0	12.5	266	300
Forage 5/	Tons	--	--	10	6	--	--	--	--
Sweetpotatoes	Cwt.	5.2	4.8	5.0	4.7	100	95	500	447
Hay: All	Tons	--	--	750	675	2.10	2.00	1,575	1,350
Peaches	Lbs.	--	--	--	--	--	--	4,000	4,000
Pecans: All	Lbs.	--	--	--	--	--	--	4,000	8,000
Improved	Lbs.	--	--	--	--	--	--	3,000	5,500
Seedling	Lbs.	--	--	--	--	--	--	1,000	2,500
				UNITED STATES					
Cotton Lint 2/	Lbs.	11,339.9	7,980.6	9,728.5	7,330.7	590	506	11,962.6	7,724.9
Cottonseed	Tons	--	--	--	--	--	--	4,743.9	3,105.6
Corn: all 1/		81,779	60,194	81,216	59,566	--	--	--	--
Grain	Bu.	--	--	73,030	51,537	114.5	81.6	8,359,364	4,203,777
Silage	Tons	--	--	7,879	7,722	14.3	12.3	112,627	95,046
Forage 3/	Tons	--	--	307	307	--	--	--	--
Soybeans: For Beans 1/	Bu.	71,530	63,480	69,821	62,163	31.9	25.7	2,229,486	1,595,437
Oats	Bu.	14,266	20,308	10,618	9,098	58.4	52.5	620,509	477,303
Wheat, All	Bu.	87,427	76,817	78,981	61,492	35.6	39.4	2,812,297	2,425,408
Rice: All 4/	Lbs.	3,295	2,190	3,262	2,169	4,708	4,598	153,588	99,720
Long Grain	Lbs.	2,199	1,576	2,175	1,516	4,293	4,169	93,375	65,032
Medium Grain	Lbs.	956.5	495.0	950.5	492.0	5,402	5,402	51,342	26,577
Short Grain	Lbs.	139.5	119.0	136.5	117.0	6,499	6,932	8,871	8,111
Sorghum: All 1/		16,138	11,782	15,767	11,200	--	--	--	--
Grain	Bu.	--	--	14,248	9,900	59.1	48.8	841,369	483,056
Silage	Tons	--	--	593	634	12.4	10.3	7,326	6,558
Forage 5/	Tons	--	--	926	666	--	--	--	--
Irish Potatoes, All	Cwt.	1,307.3	1,268.8	1,273.9	1,239.1	276	263	351,822	325,721
Sweetpotatoes	Cwt.	114.7	102.8	111.1	99.9	129	118	14,290	11,786
Peanuts 6/	Lbs.	1,309.4	1,411.0	1,275.4	1,375.4	2,696	2,380	3,438,330	3,273,495
Hay: All	Tons	--	--	60,679	60,461	2.51	2.36	152,534	142,979
Peaches 7/	Lbs.	--	--	--	--	--	--	2,293.5	1,789.7
Pecans: All	Lbs.	--	--	--	--	--	--	215,100	283,500
Improved	Lbs.	--	--	--	--	--	--	168,200	173,300
Seedling	Lbs.	--	--	--	--	--	--	46,900	110,200

1/ Acres planted for all purposes. 2/ Yield in pounds, production in 480-pound net weight bales. 3/ Includes corn hogged, grazed and that cut and fed without removing ears. 4/ Yield in pounds, production in 100-pound bags. 5/ Includes sorghum grazed and that cut and fed without removing head. 6/ Harvested for nuts. 7/ Production in million pounds.

SOURCE: Mississippi Crop and Livestock Reporting Service, U.S. Department of Agriculture, Mississippi Department of Agriculture and Commerce, Mississippi Ag Report, January 17, 1984.

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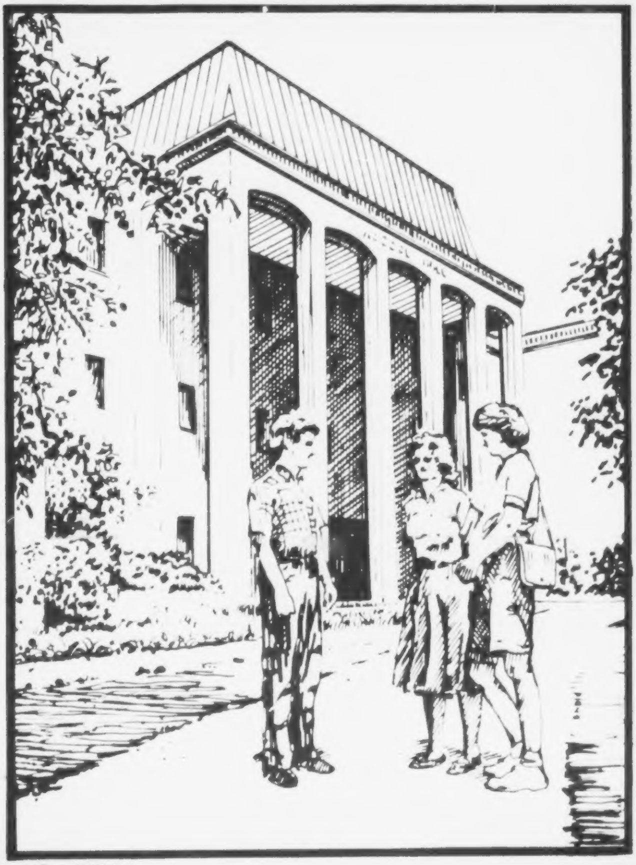
MISSISSIPPI BUSINESS REVIEW



March, 1984

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VOLUME XLV **MARCH, 1984** **NUMBER 9**

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The majority of our readership is businessmen and this is the essential parameter used in evaluating articles for publication. Specifically, the article can be related to any subject in Business and Economics. It may be a presentation of results of a study by the author, a well supported opinion on a current topic or an application of some theoretical aspect of business or economics that might be applicable to the businessman. The article should be well supported, and should avoid an overly technical presentation.

The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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ABCER MEMBER

The Relationship Between Job Satisfaction and Change: A Canonical Correlation Analysis

By
Dr. Michael Giallourakis
Dr. Dennis Bialaszewski
Vicki Blakeney, DBA Student

Because of the nature of today's dynamic society, change is necessary for the survival of an organization. (9, p. 308) This change has been defined as a process of continuing adaptation to a changing environment both inside and outside the organization. (3, p. 425) An organizational change asks people within the organization to "believe, feel, or do something different."(1, p. 423) The degree of this change ranges from the minor rearrangement of physical surroundings to major changes in management personnel. (1, p. 424) Many individuals have a low tolerance for change. Some resist it because they feel their self-interest is threatened or they misunderstand the nature of the change. On the other hand, there are individuals who thrive in dynamic environments and have a high tolerance for change. (1, p.426) In this study we examine the relationship between "attitude towards change" and "job satisfaction."

Satisfaction is generally defined as "the contentment experienced when a want or need is satisfied" (9, p. 634) or "the difference between what a person receives and the amount that a person feels he or she should receive." (8, 0-19) Job satisfaction is the "total body of feeling and individual has about his/her job." (7, p.13) According to Salancik and Pfeffer, the need satisfaction has been the framework usually applied to understanding job satisfaction. (10, p. 427) The model posits that people have basic stable and identifiable attributes including needs and personality. Jobs also have a stable, indentifiable set of characteristics. If the characteristics of the job are compatible with a person's needs, then the person is satisfied. (10, p. 428)

In a study by Hackman, Pearce, and Wolfe, evidence is provided that general satisfaction is affected by changes in job characteristics using a bank environment. (5, pp. 289-304) In this study a similar situation is examined. However, rather than a before and after study such as the Hackman, Pearce, and Wolfe study, attitudes towards change in general and their relationship to feelings of job satisfaction are analyzed. It is our contention that people who have positive attitudes towards change in general, also tend to be more satisfied with their job. Conversely, people with negative attitudes towards change also tend to be less satisfied with their job. In the next section, the methodology for the study is provided. In section 3, the results and conclusions are presented.

METHODOLOGY

In order to effectively measure employees' perceptions concerning their organization, an organization survey was developed and administered to a few selected branches of a bank in Mississippi. The branches were located in close proximity to each other. Thus, those external factors which might have an impact on job satisfaction but might be difficult to measure were held constant. The questionnaire was administered to employees classified as: accounting services, teller/customer service, etcetera. A total of 181 responses were obtained.

In order to obtain feedback related to satisfaction, responses to a series of questions were obtained using a Likert scale of 1 to 5. The value one was used to imply "strongly agree," while a value of five was used to imply "strongly disagree." The following questions were used to measure various attitudes regarding satisfaction and change:

Satisfaction

S1. My job is usually interesting enough to keep me from getting bored.
S2. I feel fairly well satisfied with my present job.
S3. I definitely dislike my work.
S4. Most days I am enthusiastic about my work.
S5. I find real enjoyment in my work.
S6. I am disappointed that I ever took this job.
S7. I feel proud when I tell people about my work.

Change

C1. I feel change will affect my job.
C2. I feel the change being made is important in making the bank more effective and competitive.
C3. I feel a loss of loyalty to the bank because of these changes.
C4. I support the manner in which the bank is attempting to change its procedure.
C5. I feel that I have participated in the change process.
C6. I feel my opinions were taken into account before the change was implemented.
C7. I feel that change will affect my authority.
C8. I feel change will affect my status.
C9. I feel the need for change has been communicated to me.
C10. I have strong feelings concerning the change which I have not communicated.
C11. Changes here always seem to create more problems than they solve.
C12. When changes are made, employees usually lose out in the end.
C13. I feel changes are needed to make my job level a better place to work.
C14. I feel insecure in my position because of organizational restructuring.
C15. My present level of satisfaction is due primarily to the recent organization changes.
C16. Management does a good job of informing you about organizational changes.

In order to analyze the relationship between "satisfaction" and "change," canonical correlation analysis was performed. Canonical correlation analysis is multivariate technique which eases the study of interrelationships between sets of variables. (4 and 6) The canonical correlation then measures the ability to predict satisfaction (as a linear combination of variables) using change (as a linear combination of variables). A goal of canonical correlation is to determine which primary dimensions of change contribute most heavily in predicting changes in satisfaction. All questions asked relating to satisfaction neglected all aspects of change which might confuse these separable issues.

RESULTS AND CONCLUSIONS

The results are presented in Table 1. The strength of the relationship between the canonical variates (one created from the "satisfaction" set and the other created from the "change" set) is measured by the canonical correlation. We obtained a canonical correlation of .69007. Thus, the amount of shared variance between the variates is approximately 48 percent. In order to determine the statistical significance of the canonical roots (shared variance.) a Bartlett's approximate Chi-square test was applied. (2, p. 29) Rounded to the nearest thousandths place, our level of significance is .000. Therefore, the conclusion of it being statistically discernible from zero could not reasonably be attributed to an outcome based purely on random chance.

The meaning of the variates can be extracted by examining the coefficients for the canonical variates. Accordingly, the first underlying construct for satisfaction can be said to consist primarily of S5 and S7:

Question	Coefficient
S5 (real enjoyment in work)	-.355
S7 (feel proud about work)	-.347

This variate can be labeled simply "work satisfaction." The canonical variate for change consists primarily of C12 and C14:

Question	Coefficient
C12 (employees lose because of change)	-.423
C14 (insecurity because of restructuring)	-.427

This variate can be labeled "change is harmful." Note also that the loadings of the S group are negative while those of the C group are positive. This is in complete agreement with our expectations (our scale ran from 1 = strongly agree to 5 = strongly disagree). That is, agreement with "work satisfaction" is directly related to disagreement with "change is harmful." These variates provide support to the theory that thoses employees with a positive attitude about change are prone to be satisfied with their work while those with a negative attitude about change are prone to be dissatisfied with their work.

Consequently, support is obtained for the thesis presented by Salancik and Pfeffer in that personality characteristics affect job satisfaction. In particular, persons exhibiting the personality characteristics of willingness to accept change tend to be more satisfied with their job. One might, therefore, expect some individuals to be more satisfied than others when change occurs in the organization even if the impact of the change appears to be equivalent on all individuals involved.

TABLE I

RESULTS OF CANONICAL CORRELATION

Canonical Variate Number 1

Eigenvalue	**.47619**
Canonical Correlation	**.69007**
Chi-Square	**200.77106**
Significance	**.000**

COEFFICIENTS FOR "CHANGE" VARIATE		**COEFFICIENTS FOR "SATISFACTION" VARIATE**	
C1	.19463	S1	-.04374
C2	-.06324	S2	-.14349
C3	.30546	S3	.25955
C4	.14386	S4	.00821
C5	-.10219	S5	-.35513
C6	-.08453	S6	.20452
C7	-.08067	S7	-.34760
C8	-.01136		
C9	-.13865		
C10	-.10714		
C11	.05111		
C12	.42366		
C13	-.10016		
C14	.42695		
C15	-.03232		
C16	-.17478		

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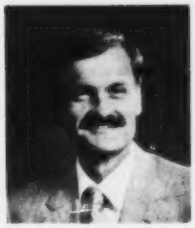
Dr. Bialaszewski



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INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	January 1984	December 1983	January 1983
Retail Sales	168.0	103.4	162.0
Electric Sales	233.1	241.1	193.9
Gasoline Gallonage	146.4	150.4	123.5

NEW AND EXPANDED INDUSTRY

NEW

Town	Firm	Product	No. of Employees
Burnsville	**Winfield Mfg. Co., Inc.**	Tents	300
Olive Branch	**Dana Corp.**	PTO Shaft Assembly	50
Walnut Grove	**Marco Apparel**	Shirts	50

EXPANDED

Town	Firm	Product	No. of Employees
Louisville	**Hamill Mfg. Co.**	Car Seats for children	50
New Albany	**Master-Bilt Co.**	Cabinets	50
Meridian	**Hardin's Bakery**	Bread	
West Point	**West Point Casket Co.**	Caskets	3

U.S. EXPORT AND IMPORT PRICE INDEXES
FOURTH QUARTER, 1983

Product category	Dec. 1982 to March 1983	March 1983 to June 1983	June 1983 to Sept. 1983	Sept. 1983 to Dec. 1983
All imports	-2.8	0.2	-0.3r	0.5
Food	1.1	0.1	1.3	1.2
Beverages and tobacco	0.4	-0.7	-0.1	1.1
Crude materials	n.a.	n.a.	n.a.	-1.4
Fuels and related products	-10.2	-1.6	-0.1r	0.5
Chemicals	-0.3	0.2	-2.2r	1.7
Intermediate mfg. products	1.3	1.6	0.8	0.0
Machinery & transport equip.	1.8	0.8	-1.2r	1.2
Misc. manufactured products	-0.3	-0.7	-0.2	-0.2
All imports, ex. fuels	1.0	1.0	-0.4	0.5
All exports	n.a.	n.a.	n.a.	-0.4
Food	n.a.	5.1	7.6	-3.9
Beverages and tobacco	n.a.	n.a.	0.0	1.5
Crude materials	n.a.	n.a.	14.5	-2.1
Fuels and related products	n.a.	n.a.	n.a.	-0.8
Chemicals	n.a.	-3.6	0.6	1.6
Intermediate mfg. products	1.5	0.6	0.5	-0.8
Machinery & transport equip.	0.4	0.5	0.4	1.0
Misc. manufactured products	n.a.	n.a.	n.a.	0.2

r = revised to reflect late reports and corrections by respondents. Not seasonally adjusted.
n.a. = not available.

GENERAL FUND

Comparing July 1, 1983-January 31, 1984

	January 1984	January 1983
Sales Tax	$58,916,646(1)	$45,673,777
Use & Wholesale Compensating Tax	10,275,053 (2)	6,996,746
Individual Income Tax	29,936,634	29,974,606
Corporate Tax	7,759,569	3,300,090
Tobacco Tax	2,197,093	2,294,187
ABC Division	3,584,969	4,295,350
Beer & Wine Tax	1,293,107	1,307,325
Oil Severance Tax	4,165,377	4,310,859
Estate Tax	446,732	1,281,684
Statewide Privilege Tax	113	26,550
Installment Loan Tax	348,527	187,623
Gas Severance Tax	1,500,000	3,532,760
Insurance Premium Tax	29,643	158,523
Auto Tag Fees	900,000	820,078
Auto Privilege Tax	675,151	488,447
Title Fees	97,896	99,077
Petroleum Tax	432,675	435,393
Admission Tax	17,356	14,866
Timber Severance Tax	——	36,884
Slot Vending Tax	231,559	231,912
Pulpwood Scaling Fees	7,086	8,004
Fire Marshal Fees	75	106
Freeport Warehouse Tax	——	10
Aircraft Registration Fees	106	——
Int. on Direct Deposits	63,830	——
Tax Commission Transfer to Gen. Fund	$122,879,195	$105,474,857
Tax Comm. Special Fund Transfers	50,474,088	36,775,118
Tax Commission Total Transfers	$173,353,283	$142,249,975

(1) 2% Discount allowed and not included-$649,753

(2) 2% Discount allowed and not included-$121,364

Tax Commission Cash Balance January 31, 1984-$31,650,453

Tax Commission Cash Balance January 31, 1983-$12,846,548

COLLECTIONS

With July 1, 1982-January 31, 1983

7/1/83 to 1/31/84	7/1/82 to 1/31/83	Increase or Decrease over Prior Year	
		Amount	Percent
$298,960,117 (1)	$289,269,194	$9,690,923	3.53
59,778,817 (2)	48,654,633	11,124,184	22.86
154,576,069	137,503,283	17,072,786	12.42
49,751,143	49,670,561	80,582	0.16
16,973,508	17,732,017	(758,509)	(4.28)
17,817,843	17,562,226	255,617	1.46
12,776,754	12,455,299	321,455	2.58
27,593,737	30,772,093	(3,178,356)	(10.33)
4,395,005	5,403,005	(1,008,000)	(18.66)
387,920	618,582	(230,662)	(37.29)
1,610,662	1,205,514	405,148	33.61
16,860,075	20,557,481	(3,697,406)	(17.99)
23,557,626	31,595,229	(8,037,603)	(25.44)
3,286,680	2,763,820	522,860	18.92
2,423,029	2,087,299	335,730	16.08
745,219	689,659	55,560	8.06
3,069,195	2,967,636	101,559	3.42
243,413	199,537	43,876	21.99
43,569	290,271	(246,702)	(84.99)
274,500	295,836	(21,336)	(7.21)
68,963	42,182	26,781	63.49
112,326	128,756	(16,430)	(12.76)
130	120	10	8.33
765	-0-	765	——
391,147	-0-	391,147	——
$695,698,211	$672,464,234	$23,233,977	3.46
303,876,986	258,373,551	45,503,435	17.61
$999,575,197	$930,837,785	$68,737,412	7.38

(1) 2% Discount allowed and not included-$3,961,642

(2) 2% Discount allowed and not included-$612,565

The Consumer Price Index-January 1984

The Consumer Price Index for All Urban Consumers (CPI-U) increased 0.6 percent before seasonal adjustment in January, to a level of 305.2 (1967 = 100), the Bureau of Labor Statistics of the U.S. Department of Labor reported today. For the 12-month period ended in January, the CPI-U increased 4.1 percent.

The Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) rose 0.4 percent in January, prior to seasonal adjustment. The January level of 302.7 (1967 = 100) was 3.6 percent higher than the index in January 1983. The CPI-W is used for indexing Social Security and some other Federal payments. It is also commonly used as an escalator in collective bargaining agreements.

CPI for All Urban Consumers (CPI-U)--Seasonally Adjusted Changes

On a seasonally adjusted basis, the CPI for All Urban Consumers rose 0.6 percent in January. This compares with a 0.2 percent rise in December and an average monthly increase of 0.4 percent since the first quarter of 1983. About one-half of the January increase was due to sharpley higher prices for food, particularly for beef, pork, poultry, eggs, fresh fruits, and vegetables. The housing component rose more than in December as prices for telephone services and for fuel oil increased substantially. The transportation index - reflecting a decline in motor fuel prices and stable new car prices -rose moderately again in January. Other major categories of consumer spending increased the same or more in January than in December.

CPI For All Urban Consumers, Percent Change, 6 Months and Year

Expenditure category	Seasonally adjusted								Unadjusted
	Changes from preceding month							Compound annual rate 3-mos. ended Jan. '84	12-mos. ended Jan. '84
	1983						1984		
	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.		
All items	.4	.4	.4	.4	.4	.2	.6	5.0	4.1
Food and beverages	-.1	-.1	.2	.4	.2	.4	1.6	9.3	3.9
Housing	.4	.3	.4	.2	.4	.2	.5	4.5	3.6
Apparel and upkeep	.5	.3	.2	0	.2	0	1.6	0	2.8
Transportation	.5	.7	.7	.5	.4	.2	.2	3.1	4.4
Medical care	.6	.5	.4	.3	.5	.4	.7	6.4	6.2
Entertainment	.4	.3	.4	.6	.3	.2	.2	2.6	3.5
Other goods and services	1.2	.6	0	.8	.7	.5	.7	7.5	7.4

NOTE: Seasonal adjustment factors have been recalculated to reflect developments during 1983. For this reason, some of the seasonally adjusted figures above and elsewhere in this release differ from those previously published.

Producer Price Indexes--January 1984

The Producer Price Index for Finished Goods moved up 0.6 percent from December to January on a seasonally adjusted basis, the Bureau of Labor Statistics of the U.S. Department of labor reported today. This followed a 0.1 percent rise in December, a 0.2 percent drop in November, and small increases in most other months of 1983. Prices received by producers of intermediate goods inched up 0.1 percent for the third consecutive month. Crude material prices climbed 0.7 percent, after advancing 1.0 percent in the previous month and 0.5 percent in November.

The January increase in the Finished Goods Price Index was principally due to a substantial advance in consumer food prices. The small rise in prices for finished goods other than foods and energy was the same as in each of the last 2 months of 1983. The index for finished energy goods continued to decline.

Before seasonal adjustment, The Producer Price Index for Finished Goods rose 0.8 percent to 289.4 (1967 = 100). Over the year from January 1983 to January 1984, the Finished Goods Price Index moved up 1.9 percent. The finished consumer foods index climbed 5.3 percent over the year, the index for finished energy goods fell 6.9 percent, prices for finished consumer goods other than foods and energy increased 2.6 percent, and capital equipment prices rose 2.2 percent. Prices received by producers of intermediate good advanced 2.4 percent during the 12 months ended in January 1984, and crude material prices climbed 6.3 percent.

Percent changes from preceding month in selected stage-of-processing price indexes, seasonally adjusted*

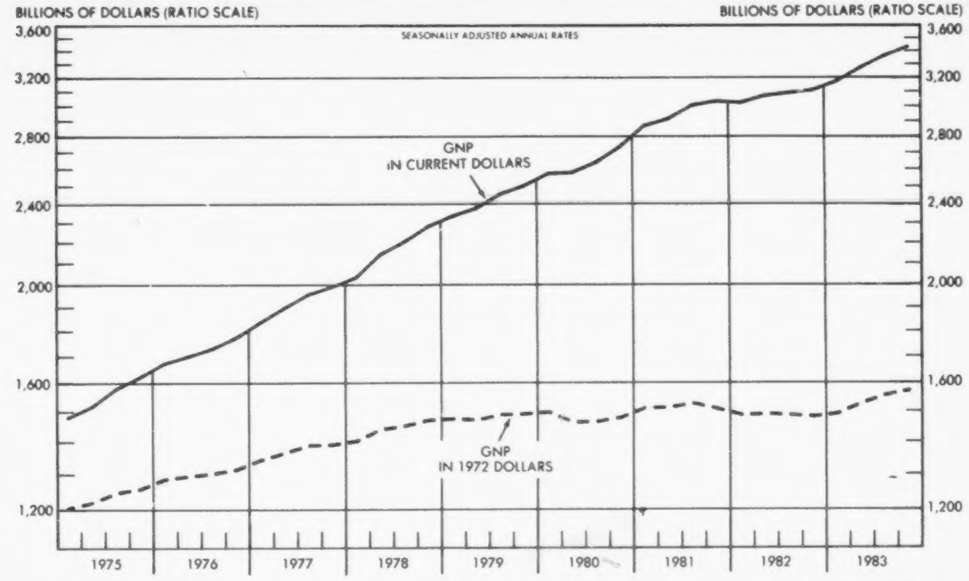
Month	Finished goods			Intermediate goods			Crude goods		
	Total	Consumer foods	Other	Total	Foods and feeds 1/	Other	Total	Foodstuffs and feedstuffs	Other
Jan. 1983	-0.7	-0.2	-0.9	-0.5	0.5	-0.5	-0.5	0.6	-1.7
Feb.	.1	.8	-.1	0	1.4	- .1	.7	2.1	- .8
Mar.	- .1	0	- .2	- .3	0	- .3	.5	.4	.6
Apr.	0	.8	- .3	- .4	2.0	- .5	.9	1.8	0
May	.3	- .4	.5	.4	- .6	.4	- .5	-1.7	.9
June	.4	- .6	.7	.7	- .3	.8	- .2	-1.5	1.4
July	0	- .5	.2	.3	- .2	.3	-1.0	-2.1	.2
Aug.	.4	.3	.3	.4	3.0	.3	2.2	4.1	.3
Sept.	.1	.7	- .1	.6	4.8	.4	1.2	1.7	.5
Oct.	.3	1.3	0	.4	-1.1	.5	0	.9	- .9
Nov.	- .2	- .6	0	.1	.1	.1	.5	.5	.5
Dec.	.1	.7	0	.1	- .4	.1	1.0	1.5	.4
Jan. 1984	.6	2.7	0	.1	1.4	0	.7	2.2	-1.0

1 Intermediate materials for food maunfuacturing and animal feeds.

* Figures shown above and elsewhere in this release may differ from those previously reported because seasonal adjustment factors have been recalculated to reflect developments during 1983. In addition, data for September 1983 have been revised to reflect the availability of late reports and corrections by respondents.

GROSS NATIONAL PRODUCT

According to revised estimates for the fourth quarter of 1983, gross national product rose $75.1 billion or 9.2 percent, both at annual rates. Real output (GNP adjusted for price changes) rose 4.9 percent (annual rate) and the implicit price deflator rose at a 4.2 percent annual rate.



SOURCE: DEPARTMENT OF COMMERCE

COUNCIL OF ECONOMIC ADVISERS

[Billions of current dollars; quarterly data at seasonally adjusted annual rates]

Period	Gross national product	Personal consumption expenditures	Gross private domestic investment	Exports and imports of goods and services			Government purchases of goods and services					Final sales
				Net exports	Exports	Imports	Total	Federal			State and local	
								Total	National defense	Non-defense		
1972	1,185.9	737.1	195.0	0.7	77.5	76.7	253.1	101.7	73.1	28.5	151.4	1,175.7
1973	1,326.4	812.0	229.8	14.2	109.6	95.4	270.4	102.0	72.8	29.1	168.5	1,307.9
1974	1,434.2	888.1	228.7	13.4	146.2	132.8	304.1	111.0	77.0	33.9	193.1	1,420.1
1975	1,549.2	976.4	206.1	26.8	154.9	128.1	339.9	122.7	83.0	39.7	217.2	1,556.1
1976	1,718.0	1,084.3	257.9	13.8	170.9	157.1	362.1	129.2	86.0	43.2	232.9	1,706.2
1977	1,918.3	1,204.4	324.1	−4.0	182.7	186.7	393.8	143.4	92.8	50.6	250.4	1,895.3
1978	2,163.9	1,346.5	386.6	−1.1	218.7	219.8	431.9	153.6	100.3	53.3	278.3	2,137.4
1979	2,417.8	1,507.2	423.0	13.2	281.4	268.1	474.4	168.3	111.8	56.5	306.0	2,403.5
1980	2,631.7	1,668.1	401.9	23.9	338.8	314.8	537.8	197.0	131.2	65.9	340.8	2,641.5
1981	2,954.1	1,857.2	474.9	26.3	368.8	342.5	595.7	229.2	154.0	75.2	366.5	2,935.6
1982	3,073.0	1,991.9	414.5	17.4	347.6	330.2	649.2	258.7	179.4	79.3	390.5	3,097.5
1983 r	3,310.8	2,157.0	470.9	−7.1	336.8	344.0	690.0	275.2	200.2	75.0	414.8	3,319.5
1982: I	3,021.4	1,938.9	422.9	29.9	358.4	328.5	629.8	249.7	168.1	81.7	380.0	3,047.1
II	3,070.2	1,972.8	432.5	33.3	364.5	331.2	631.6	244.1	175.2	68.9	387.5	3,081.4
III	3,090.7	2,008.8	425.3	.9	346.0	345.0	655.7	261.7	183.6	78.1	394.0	3,095.6
IV	3,109.6	2,046.9	377.4	5.6	321.6	316.1	679.7	279.2	190.8	88.5	400.5	3,165.9
1983: I	3,171.5	2,073.0	404.1	17.0	326.9	309.9	677.4	273.5	194.4	79.1	404.0	3,210.9
II	3,272.0	2,147.0	450.1	−8.5	327.1	335.6	683.4	273.7	199.4	74.3	409.7	3,286.6
III	3,362.2	2,181.1	501.1	−18.3	341.1	359.4	698.3	278.1	201.2	76.9	420.2	3,353.7
IV r	3,437.3	2,227.0	528.2	−18.7	352.3	371.0	700.9	275.6	206.0	69.6	425.3	3,426.9

Source: Department of Commerce, Bureau of Economic Analysis.

Sales Indicated By Sales Tax Collections During January, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	2,231	44,755
Alcorn	1,091	22,783
Amite	177	4,075
Attala	540	11,664
Benton	64	1,208
Bolivar	1,040	23,039
Calhoun	335	7,503
Carroll	88	1,905
Chickasaw	429	9,175
Choctaw	124	2,557
Claiborne	252	5,639
Clarke	297	6,729
Clay	482	12,824
Coahoma	1,148	25,412
Copiah	537	10,588
Covington	507	10,984
DeSoto	1,169	28,206
Forrest	3,576	78,353
Franklin	125	3,040
George	318	5,985
Greene	115	2,236
Grenada	740	16,547
Hancock	681	13,377
Harrison	8,098	129,314
Hinds	14,726	341,045
Holmes	371	7,872
Humphreys	301	8,299
Issaquena	12	266
Itawamba	341	8,296
Jackson	3,265	65,752
Jasper	334	6,434
Jefferson	96	2,008
Jeff Davis	222	4,575
Jones	2,899	57,255
Kemper	114	1,936
Lafayette	907	17,639
Lamar	600	12,737
Lauderdale	3,683	65,597
Lawrence	207	4,365
Leake	413	8,297
Lee	3,527	85,250
Leflore	1,376	30,833
Lincoln	1,113	24,169
Lowndes	2,384	50,254
Madison	1,270	35,360
Marion	842	16,854
Marshall	481	9,471
Monroe	1,132	26,166
Montgomery	312	6,387
Neshoba	614	12,899
Newton	406	8,642
Noxubee	213	4,863
Oktibbeha	924	18,727
Panola	754	13,785
Pearl River	971	19,095
Perry	257	12,181
Pike	1,567	31,123
Pontotoc	406	8,324
Prentiss	641	16,102
Quitman	172	3,483
Rankin	2,612	64,056
Scott	617	12,986
Sharkey	161	3,424
Simpson	589	11,828
Smith	165	3,608
Stone	223	4,157
Sunflower	846	34,959
Tallahatchie	251	5,159
Tate	483	10,029
Tippah	482	12,493
Tishomingo	390	8,607
Tunica	228	5,939
Union	530	11,730
Walthall	258	5,370
Warren	2,008	40,598
Washington	2,535	52,194
Wayne	519	10,230
Webster	191	3,827
Wilkinson	252	5,447
Winston	415	8,180
Yalobusha	254	4,931
Yazoo	865	22,024
State Total	89,402	2,007,835

Agricultural Indexes, Mississippi and United States

The January 15, 1984 Index of Prices Received by Mississippi farmers for all commodities was up 1 point, (1 percent) at 128 percent of its January-December 1977 average, according to the Mississippi Crop and Livestock Reporting Service.

Decreases in cotton and soybean prices were responsible for the 2 point (2 percent) decline in the all Crops Index leaving it at 113 percent of its January-December 1977 average.

Increases in broiler and egg prices were responsible for the 5 point (3 percent) rise in the Livestock Products Index leaving it at 149 percent of its January-December 1977 average.

The January ratio of prices received by Mississippi farmers to U.S. prices paid was 78 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for January was 164, up 1 point from mid-December.

MISSISSIPPI AND U.S. INDEX NUMBERS
1977 = 100

GROUP	January 15 1983	December 15 1983 1/	January 15 1984
MISSISSIPPI			
All Commodities	104	127	128
All Crops	86	115	113
Oil Bearing	78	118	116
Cotton	94	109	109
Livestock & Livestock Products	129	144	149
Meat Animals	155	149	146
Poultry	104	140	154
Dairy	141	140	140
Ratio of Prices Received to Paid 2/	66	78	78
United States			
Prices Received	128	140	143
Prices Paid, Interest, Taxes & Wage Rates	158	163	164
Parity Ratio 3/	81	86	87

1 Revised. 2 Ratio of Miss. Prices Received to U.S. Prices Paid. 3 Ratio of Index of Prices Received by Farmers to Index of Prices Paid, Interest, Taxes and Farm Wage Rates.

SOURCE: Mississippi Crop and Livestock Reporting Service, Jackson, Mississippi, February 1, 1984.

Financial Transactions, Regional and United States, from Banks and S & L's, January, 1984

$ millions	JAN 1984	DEC 1983	JAN 1983	ANN. % CHG.		JAN 1984	DEC 1983	JAN 1983	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,351,110	1,321,567	1,245,791	+ 8	Savings & Loans**				
Demand	339,879	311,529	323,014	+ 5	Total Deposits	627,164	621,740	556,603	+ 13
NOW	88,716	87,186	68,433	+ 30	NOW	18,709	18,983	13,454	+ 39
Savings	350,156	348,775	219,770	+ 59	Savings	174,733	175,774	124,374	+ 40
Time	619,835	510,635	663,834	− 7	Time	437,078	430,484	421,051	+ 4
Credit Union Deposits	60,793	61,185	52,276	+ 16		OCT	SEPT	OCT	
Share Drafts	5,549	5,686	4,192	+ 32	Mortgages Outstanding	474,979	471,818	481,215	− 1
Savings & Time	50,541	49,983	43,436	+ 16	Mortgage Commitments	32,314	32,079	18,307	+ 77
SOUTHEAST									
Commercial Bank Deposits	152,066	149,715	136,742	+ 11	Savings & Loans				
Demand	38,744	36,843	37,361	+ 4	Total Deposits	N.A.	N.A.	N.A.	
NOW	11,358	11,221	8,951	+ 27	NOW	N.A.	N.A.	N.A.	
Savings	39,298	39,171	23,731	+ 66	Savings	N.A.	N.A.	N.A.	
Time	67,269	66,525	69,905	− 4	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	6,025	5,979	4,992	+ 21		OCT	SEPT	OCT	
Share Drafts	502	500	369	+ 36	Mortgages Outstanding	68,128	67,566	67,400	+ 1
Savings & Time	5,096	5,105	4,262	+ 20	Mortgage Commitments	5,037	5,081	2,784	+ 81
ALABAMA									
Commercial Bank Deposits	15,930	15,698	14,914	+ 7	Savings & Loans**				
Demand	4.107	3.878	3,897	+ 5	Total Deposits	5.222	5.169	4,559	+ 15
NOW	1,040	1,022	802	+ 30	NOW	151	152	147	+ 3
Savings	3,210	3,211	2,080	+ 54	Savings	865	863	594	+ 46
Time	8,186	8,132	8,534	− 4	Time	4,242	4,201	3,847	+ 10
Credit Union Deposits	915	910	857	+ 7		OCT	SEPT	OCT	
Share Drafts	89	88	72	+ 24	Mortgages Outstanding	3,762	3,712	3,698	+ 2
Savings & Time	719	785	734	− 2	Mortgage Commitments	242	272	49	+ 394
FLORIDA									
Commercial Bank Deposits	53,617	53,015	45,582	+ 18	Savings & Loans**				
Demand	13,550	13,196	12,216	+ 3	Total Deposits	53,387	53,821	49,137	+ 9
NOW	4,707	4,673	3,923	+ 20	NOW	2,119	2,194	1,600	+ 32
Savings	18,364	18,215	10,263	+ 79	Savings	14,591	15,022	10,524	+ 39
Time	18,417	18,209	19,257	− 4	Time	37,152	36,938	37,282	− 0
Credit Union Deposits	2,638	2,634	2,255	+ 17		OCT	SEPT	OCT	
Share Drafts	253	254	197	+ 28	Mortgages Outstanding	40,387	39,988	39,337	+ 3
Savings & Time	2,114	2,088	1,798	+ 18	Mortgage Commitments	3,502	3,468	2,235	+ 57
GEORGIA									
Commercial Bank Deposits	22,248	21,743	20,234	+ 10	Savings & Loans				
Demand	7,458	7,045	6,696	+ 11	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,509	1,486	1,206	+ 25	NOW	N.A.	N.A.	N.A.	
Savings	4,885	4,849	3,917	+ 25	Savings	N.A.	N.A.	N.A.	
Time	9,692	9,845	9,253	+ 5	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,359	1,336	923	+ 47		OCT	SEPT	OCT	
Share Drafts	75	73	41	+ 83	Mortgages Outstanding	8,221	8,212	8,885	− 7
Savings & Time	1,208	1,196	828	+ 46	Mortgage Commitments	477	503	182	+ 162
LOUISIANA									
Commercial Bank Deposits	25,722	25,121	24,179	+ 6	Savings & Loans**				
Demand	6,379	5,840	6,469	− 1	Total Deposits	8,970	8,949	8,176	+ 10
NOW	1,472	1,453	1,213	+ 21	NOW	198	197	139*	+ 42
Savings	5,450	5,426	3,185	+ 71	Savings	2,406	2,421	1,488	+ 62
Time	13,105	12,947	13,829	− 5	Time	6,460	6,418	6,603	− 2
Credit Union Deposits	2.2	201	164	+ 23		OCT	SEPT	OCT	
Share Drafts	22	23	11	+ 100	Mortgages Outstanding	7,870	7,886	7,404	+ 6
Savings & Time	195	194	154	+ 27	Mortgage Commitments	529	555	192	+ 176
MISSISSIPPI									
Commercial Bank Deposits	11,784	11,670	10,898	+ 8	Savings & Loans**				
Demand	2,542	2,429	2,487	+ 2	Total Deposits	2,545	2,534	2,508	+ 1
NOW	827	808	654	+ 26	NOW	107	100	75	+ 43
Savings	2,442	2,468	1,197	+ 104	Savings	498	505	336	+ 48
Time	6,320	6,304	6,779	− 7	Time	1,974	1,961	2,124	− 7
Credit Union Deposits	N.A.	N.A.	N.A.			OCT	SEPT	OCT	
Share Drafts	N.A.	N.A.	N.A.		Mortgages Outstanding	2,026	2,029	2,100	− 4
Savings & Time	N.A.	N.A.	N.A.		Mortgage Commitments	67	73	22	+ 205
TENNESSEE									
Commercial Bank Deposits	22,756	22,468	20,935	+ 9	Savings & Loans**				
Demand	4,708	4,455	4,596	+ 2	Total Deposits	6,765	7,359	6,667	+ 1
NOW	1,803	1,779	1,153	+ 56	NOW	180	218	136	+ 32
Savings	4,947	5,002	3,090	+ 60	Savings	1,354	1,504	903	+ 50
Time	11,549	11,448	12,253	− 6-	Time	5,282	5,674	5,689	− 7
Credit Union Deposits	911	898	793	+ 15		OCT	SEPT	OCT	
Share Drafts	63	62	48	+ 31	Mortgages Outstanding	5,862	5,739	5,977	− 2
Savings & Time	860	842	757	+ 14	Mortgage Commitments	220	210	104	+ 112

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting.

** = S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight. January 15, 1984.

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Nov. 1983	Oct. 1983	Annual % Change	Nov. 1983	Oct. 1983	Annual % Change	Nov. 1983	Oct. 1983	Annual % Change
ALABAMA	1,323.4	1,322.5	+ 1	12.5	12.4	15.4	109.2	111.6	+ 13
Birmingham	335.2	335.0	+ 0	12.0	12.0	15.6	52.9	52.0	+ 13
Huntsville	133.0	132.9	+ 5	9.7	9.3	12.8	21.2	22.5	+ 13
Mobile	147.1	147.0	0	13.6	14.4	15.1	21.8	22.9	+ 11
Montgomery	105.4	105.1	+ 1	11.1	11.0	12.5	13.3	14.2	+ 15
FLORIDA	3,962.9	3,916.5	+ 4	8.1	8.6	9.5	*	1,804.5	—
Daytona Beach	86.7	85.3	+ 5	7.0	7.4	8.0	15.7	16.2	− 1
Ft. Lauderdale	370.3	367.0	+ 3	6.6	7.0	8.0	236.5	195.4	+ 10
Jacksonville	318.7	317.4	+ 3	8.2	8.1	7.7	91.5	86.8	+ 10
Melbourne	115.6	114.8	+ 5	7.7	8.0	8.4	21.0	21.3	+ 13
Miami	740.9	735.3	+ 2	9.0	10.0	11.0	*	716.6	—
Orlando	345.4	340.1	+ 6	6.9	7.1	8.1	308.5	291.7	+ 8
Sarasota	79.9	78.7	+ 7	5.2	5.8	7.9	51.6	45.1	− 16
Tallahassee	76.2	75.9	+ 0	4.8	4.9	5.2	25.6	26.7	+ 12
Tampa-St. Pete	611.9	607.0	+ 3	6.9	7.4	8.7	323.8	288.6	+ 13
West Palm Beach	233.4	228.8	+ 4	7.8	9.5	9.1	145.1	116.1	+ 6
GEORGIA	2,289.2	2,278.7	+ 3	6.9	7.2	8.0	1,610.9	1,646.3	+ 13
Atlanta	1,053.3	1,043.1	+ 3	5.9	6.2	6.5	1,562.5	1,590.6	+ 13
Augusta	124.8	123.8	+ 1	8.8	9.0	10.0	7.8	8.2	− 19
Columbus	81.1	80.6	+ 3	8.4	8.5	9.8	7.8	8.1	+ 37
Macon	100.8	100.1	+ 2	7.6	7.8	7.4	4.2	4.6	0
Savannah	89.6	89.1	+ 2	8.2	8.5	8.7	28.6	34.9	+ 18
LOUISIANA	1,597.4	1,597.1	− 1	10.6	11.1	11.8	272.7	286.7	+ 9
Baton Rouge	212.3	211.2	+ 1	8.8	9.3	10.1	24.5	24.2	+ 17
New Orleans	508.2	506.7	− 1	9.6	10.0	10.6	248.2	262.5	+ 9
MISSISSIPPI	798.8	799.3	+ 1	10.4	11.1	11.2	31.4	35.4	+ 9
Biloxi-Gulfport	61.5	61.6	+ 1	11.6	12.6	10.4	4.8	6.5	− 20
Jackson	148.1	147.9	+ 2	6.8	7.3	7.7	26.6	28.9	+ 16
TENNESSEE	1,720.0	1,713.2	+ 3	9.8	9.5	11.8	148.6	160.8	+ 4
Chattanooga	167.0	165.9	+ 1	9.1	9.2	9.5	17.7	18.4	+ 27
Knoxville	205.2	204.2	+ 1	9.0	8.7	9.6	34.9	38.1	− 31
Nashville	370.2	367.9	+ 1	6.9	6.8	8.4	96.0	104.3	+ 8

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Nov. 1983	Oct. 1983	Annual % Change	Nov. 1983	Oct. 1983	Nov. 1982	Nov. 1983	Oct. 1983	Annual % Change
ALABAMA	534.9	450.1	+ 36	7,967	7,732	+ 72	7,821	7,119	+ 81
Birmingham	251.9	175.5	+ 97	2,001	1,821	+ 70	1,805	1,558	+ 169
Huntsville	69.1	66.0	+ 76	1,507	1,553	+ 74	2,921	2,774	+ 297
Mobile	63.6	64.6	+ 45	900	876	+ 69	755	715	− 36
Montgomery	38.5	37.8	+ 13	-	-	-	-	-	-
FLORIDA	3,987.6	3,933.1	+ 27	97,187	95,607	+ 79	86,554	82,561	+ 72
Daytona Beach	83.9	78.1	+ 26	3,880	3,790	+ 95	1,013	949	− 3
Ft. Lauderdale	370.7	395.4	+ 15	4,012	3,941	+ 114	9,450	9,276	+ 82
Jacksonville	305.9	308.4	+ 47	5,567	5,544	+ 80	5,266	5,311	+ 118
Melbourne	134.2	124.6	+ 91	4,098	4,015	+ 82	2,617	2,533	+ 95
Miami	608.1	597.2	+ 36	5,212	5,052	+ 162	8,197	7,627	+ 36
Orlando	503.8	479.7	+ 15	11,912	11,611	+ 84	8,621	7,933	+ 144
Sarasota	80.0	80.4	+ 4	2,639	2,593	+ 69	1,950	1,754	+ 33
Tallahassee	28.5	29.0	− 11	2,043	2,003	+ 82	1,037	1,006	+ 1
Tampa-St. Pete	645.6	649.7	+ 39	15,887	15,747	+ 80	12,648	12,480	+ 78
West Palm Beach	332.8	312.9	+ 4	9,301	8,996	+ 111	9,666	8,307	+ 150
GEORGIA	1,295.7	1,272.1	+ 32	41,505	40,468	+ 65	25,409	24,101	+ 112
Atlanta	895.1	874.1	+ 30	28,536	27,667	+ 72	14,161	13,411	+ 108
Augusta	46.6	46.1	+ 14	2,358	2,306	+ 101	1,215	1,171	+ 78
Columbus	39.2	41.3	+ 1	575	541	+ 105	904	913	+ 172
Macon	33.4	33.9	− 1	-	-	-	-	-	-
Savannah	57.5	57.6	+ 29	-	-	-	-	-	-
LOUISIANA	1,207.4	1,209.9	+ 29	16,781	16,882	+ 55	16,645	15,963	+ 106
Baton Rouge	258.6	250.3	+ 107	3,816	3,834	+ 104	3,374	3,360	+ 60
New Orleans	487.6	498.6	+ 52	6,299	6,330	+ 71	6,633	6,355	+ 206
MISSISSIPPI	185.2	191.6	+ 18	4,890	4,822	+ 46	4,658	4,478	+ 117
Biloxi-Gulfport	24.2	23.7	+ 3	-	-	-	-	-	-
Jackson	35.2	36.3	− 13	772	755	+ 105	505	480	+ 26
TENNESSEE	817.2	788.2	+ 24	13,698	13,550	+ 86	15,614	15,073	+ 125
Chattanooga	57.7	57.6	− 1	1,065	1,033	+ 66	837	817	+ 67
Knoxville	118.8	116.4	+ 2	1,519	1,524	+ 54	668	679	− 58
Nashville	250.4	257.9	+ 57	4,027	3,950	+ 117	7,008	6,809	+ 245

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

* - August data not available.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, February 1, 1984.

STATE ECONOMIC INDICATORS

Indicator	January 1984[1]	December 1983[2]	January 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	909,700	937,300	899,100	—2.9	1.2
Non-Ag Employment	793,000	805,100	769,600	—12.1	23.4
Mining	9,100	9,000	9,000	0.1	0.1
Contract Construction	31,900	33,600	33,700	—1.7	—1.8
Manufacturing	209,700	210,300	193,500	—0.6	16.2
Transportation and Public Utilities	37,900	38,700	38,000	—0.8	—0.1
Wholesale and Retail Trade	163,900	170,300	159,300	—6.4	4.6
Finance, Insurance and Real Estate	34,000	34,000	33,000	0	1.0
Service	125,200	125,800	122,100	—0.6	3.1
Government	181,400	183,400	180,900	—2.0	0.5
Unemployment Rate (Per Cent Labor Force)	10.3	10.2	13.3	——	——
Average Weekly Earnings in Manufacturing (Dollars)	279.16	288.70	256.62	——	——
Average Hourly Earnings in Manufacturing (Dollars)	6.91	6.94	6.58	——	——
Average Weekly Hours in Manufacturing	40.1	41.6	39.0	——	——
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,606	2,670	2,675	—2.4	—2.6
Gasoline Delivered to Dealers (gals.)[6]	123,725	118,672	105,450	4.3	17.3
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	2,051,765	1,947,599	1,726,059	5.3	18.9
RETAIL SALES (000's)[9]	1,598,346	1,082,948	1,535,910	47.6	4.1

Indicator	October 1983	September 1983	October 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	475,480	119,059	340,731	299.4	39.5
Cash Receipts from Marketing Livestock	89,226	95,881	60,120	—6.9	48.4
Cash Receipts from Marketing Crops	386,254	23,178	280,611	156.6	37.6

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for September

[6] Mississippi Motor Vehicle Comptroller

[7] Information for loans will no longer be available.

[8] Mississippi Power Company, Mississippi Power and Light Company. Tennessee Valley Authority figures not available

[9] Mississippi Tax Commission

[10] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month January	PerCent Month Ago	Change Year Ago	Current Month January	Month Ago	Year Ago
Aberdeen	69,959	49.4	29.4	26,000	68,050	322,700
Baldwyn	26,844	13.2	10.5	——	——	——
Batesville	84,602	58.5	−10.6	55,396	215,500	20,000
Bay Springs	26,997	23.6	27.4	——	——	——
Bay St. Louis	64,018	93.5	52.4	——	——	——
Belmont	14,116	49.5	−29.1	——	——	——
Belzoni	31,181	9.6	1.4	7,000	3,000	8,000
Biloxi	410,722	54.9	23.4	4,958,048	395,925	965,000
Brandon	69,232	73.0	41.5	205,000	——	——
Brookhaven	176,756	45.1	25.6	320,200	898,000	238,000
Brooksville	4,326	51.9	68.7	——	——	——
Canton	86,110	43.0	26.4	——	——	——
Carthage	63,057	48.8	9.8	56,000	13,000	44,750
Charleston	22,632	11.2	35.3	——	——	——
Clarksdale	173,670	52.7	11.1	66,400	72,000	127,230
Cleveland	128,502	41.2	7.5	——	——	——
Collins	37,966	−4.5	44.7	——	——	——
Columbia	136,327	45.0	2.9	——	——	——
Columbus	365,546	49.8	25.3	388,582	228,855	—0—
Corinth	166,927	56.5	21.8	67,000	415,828	—0—
Crystal Springs	32,338	25.1	44.6	——	——	——
Drew	12,713	29.5	17.8	——	——	——
Edwards	5,572	110.7	42.9	——	——	——
Ellisville	25,907	51.5	54.3	——	——	——
Eupora	26,796	71.6	33.2	——	——	——
Fayette	12,410	21.5	17.3	——	——	——
Forest	70,226	33.3	21.6	235,000	86,000	46,000
Greenville	388,506	52.5	20.6	——	——	——
Greenwood	210,805	50.8	5.7	1,881,826	131,000	—0—
Grenada	124,040	27.5	26.6	251,000	383,000	37,000
Gulfport	405,350	46.1	10.8	1,121,654	699,566	2,233,574
Hattiesburg	616,033	67.7	29.7	1,456,075	—0—	474,520
Hernando	38,747	65.8	68.7	——	——	——
Hollandale	15,726	29.7	12.6	——	——	——
Holly Springs	61,111	56.7	28.8			
Houston	49,380	36.2	22.1	140,000	161,000	64,900
Indianola	75,980	26.4	4.9	——	——	——
Iuka	37,710	51.8	19.7	——	——	——
Jackson	2,300,218	62.5	19.2	6,071,185	8,601,711	—0—
Kosciusko	85,726	49.5	3.2	41,000	31,500	114,000
Laurel	429,568	49.9	11.0	663,611	996,224	291,895
Leland	24,390	1.7	16.4	19,500	34,175	13,000
Lexington	25,258	17.4	50.5	——	——	——
Louisville	68,278	13.7	4.6	82,702	67,364	——
Lucedale	48,844	47.2	24.3	51,500	95,000	1,500
Lumberton	14,669	43.5	51.8	——	——	——
Macon	22,680	37.3	22.7	——	——	——
Magee	68,717	43.4	30.8	——	——	——
Magnolia	10,374	17.6	15.3	27,100	53,000	——
Marks	19,290	22.7	21.5	——	——	——
McComb	196,614	58.0	4.7	159,925	76,310	209,500
Meadville	6,262	7.2	6.6	——	——	——
Mendenhall	28,288	51.7	42.0	122,300	22,000	——
Meridian	578,909	50.5	33.0	462,194	670,423	1,497,926
Monticello	24,721	28.6	8.3	60,000	——	23,000
Morton	28,390	38.3	31.0	——	——	——
Moss Point	61,071	21.1	9.7	125,400	——	80,650
Natchez	363,520	81.8	30.2	211,815	440,300	2,034,707
New Albany	89,069	42.1	64.5	81,400	203,970	127,500
Newton	35,115	26.0	−24.1	——	——	——
Ocean Springs	102,144	40.2	−1.8	——	——	——
Okolona	21,293	48.8	39.0	——	——	——
Oxford	144,545	41.5	49	215,129	2,637,228	22,700
Pascagoula	212,765	13.1	−4.6	544,301	——	446,922
Pass Christian	17,585	37.8	38.1	——	——	——
Philadelphia	94,192	25.8	23.1	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month January	PerCent Month Ago	Change Year Ago	Current Month January	Month Ago	Year Ago
Picayune	139,571	63.2	28.7	263,000	229,000	——
Pontotoc	62,266	42.7	31.2	——	——	——
Poplarville	19,417	20.5	1.6	——	——	——
Port Gibson	19,645	23.0	7.5	——	——	——
Prentiss	29,079	31.5	28.2	5,800	6,000	92,000
Quitman	34,921	26.3	13.1	——	——	——
Raymond	7,775	37.9	34.9	——	——	——
Richton	15,211	53.3	46.8	——	——	——
Rosedale	11,040	85.4	57.1	——	——	——
Ruleville	12,006	30.0	38.2	——	——	——
Sardis	23,292	48.7	33.3	——	——	——
Senatobia	75,552	73.3	46.9	345,000	1,416,000	11,000
Shelby	11,881	54.3	40.5	——	——	——
Starkville	146,754	39.9	30.6	531,000	2,397,801	201,000
Summit	14,899	80.2	26.8	——	——	——
Taylorsville	14,826	23.0	31.9	——	——	——
Tchula	6,028	172.0	8.9	——	——	——
Tunica	23,856	98.7	20.3	——	——	——
Tupelo	527,944	57.7	26.0	2,022,144	826,567	870,291
Union	15,808	−12.4	−3.8	——	——	——
Utica	12,376	21.2	27.0	——	——	——
Vicksburg	312,437	66.7	29.0	253,760	4,581,923	112,170
Walnut Grove	1,731	29.0	1.3	——	——	——
Water Valley	33,728	47.9	−18.2	——	——	——
Waynesboro	72,140	29.2	−12.4	36,500	100,500	18,000
West Point	78,538	43.1	30.6	97,800	5,792,571	601,995
Wiggins	31,369	24.1	−22.4	50,000	72,000	6,500
Winona	46,668	40.1	28.6	51,700	——	——
Yazoo City	105,739	68.5	31.6	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON [Hinds and Rankin Counties]	January 1984	December 1983	January 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	154,700	159,600	156,200	−3.0	−1.0
Unemployed Persons	10,500	10,100	13,800	4.0	−23.9
Per Cent of Labor Force	6.8	6.3	8.8	——	——
Employed Persons	144,200	149,500	142,400	−3.5	1.3
Non-Ag Wage & Salaries	124,500	128,900	123,200	−3.4	1.1
Manufacturing	18,800	19,700	18,200	−4.6	3.3
CITY SALES TAX COLLECTIONS	2,395,173	1,473,739	1,997,176	62.5	20.0

BILOXI-GULFPORT [Hancock, Harrison and Stone Counties]	January 1984	December 1983	January 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	67,870	69,870	69,590	−2.5	−2.5
Unemployed Persons	7,140	7,470	8,640	−4.4	−17.4
Per Cent of Labor Force	10.5	10.7	12.4	——	——
Employed Persons	60,730	62,120	60,970	−2.2	−0.4
Non-Ag Wage & Salaries	51,470	52,560	51,820	−2.1	−0.7
Manufacturing	8,980	9,300	8,860	−3.4	−1.4
CITY SALES TAX COLLECTIONS	833,657	555,493	711,312	50.1	17.2

MISSISSIPPI EMPLOYMENT SECURITY COMMISSION SALARY DATA
INDUSTRY OCCUPATIONS COMMON TO ALL INDUSTRIES

Job Title	Number of Employees	Number of Firms	Average Workweek	Average Starting Salary	Most Prevalent Salary Range	Average of Most Prevalent Salary
Industrial Engineer	267	113	40.2	9.65	9.32 - 14.70	12.01
Systems Analyst - Elect Data Processing	513	86	40.1	9.14	8.59 - 12.07	10.33
Programmer - Business	303	107	39.9	7.56	7.26 - 11,30	9.28
Accountant	842	347	40.1	8.34	6.69 - 12.01	9.35
Office Manager	1.077	804	40.5	7.00	5.31 - 11.55	8.43
Secretary	4,557	1,010	39.0	4.62	4.17 - 6.71	5.44
Stenographer	331	75	39.3	5.04	4.51 - 6.69	5.60
Keypunch Operator	878	270	39.1	4.43	4.23 - 6.61	5.42
Typist	1,568	230	38.6	4.21	4.19 p 5.43	4.81
File Clerk	1,138	195	38.0	3.88	3.97 - 5.11	4.54
Duplicating Machine Operator	100	36	39.7	4.32	4.75 - 6.73	5.74
Mail Clerk	161	95	38.3	4.07	3.35 - 7.39	4.76
Bookkeeper	1,136	787	38.9	5.03	4.22 - 7.38	5.80
Supervisor - Computer Operations	207	174	40.2	7.51	5.64 - 12.26	8.95
Clerk - Payroll	443	379	39.0	4.77	4.19 - 6.91	5.55
Clerk - Accounting	1,714	471	39.6	4.65	4.43 - 6.69	5.56
Shipping and Receiving Clerk	935	343	40.5	4.76	3.82 - 6.72	5.27
Stock Clerk	619	212	39.9	4.55	3.35 - 6.78	5.04
Telephone Operator	434	176	39.8	4.17	3.58 - 5.36	4.47
Receptionist	565	399	39.1	4.14	3.76 - 5.54	4.65
Clerk - Order	486	173	40.0	4.72	4.14 - 6.86	5.50
Guard - Security	1,967	193	38.0	4.29	3.72 - 14.22	5.25
Mechanic - Automobile or Truck	1,307	365	41.4	5.96	5.23 - 9.31	7.27
Maintenance Mechanic	2,196	457	40.9	6.02	5.53 - 11.09	8.31
Electrical Repairer	596	175	40.7	6.49	6.18 - 10.42	8.30
Carpenter Maintenance	358	134	40.3	5.63	4.80 - 8.20	6.50
Industrial Truck Operator	1,220	193	41.0	4.91	4.23 - 7.59	5.91
Material Handler	2,817	311	40.5	4.30	3.75 - 6.51	5.13
Warehouse Supervisor	481	312	41.4	6.49	5.44 - 10.34	7.89
Drafter	284	94	39.9	6.02	5.95 - 8.93	7.44
Helper - Maintenance Trades	1,037	246	40.1	4.46	3.89 - 7.33	5.61
Janitor, Porter or Cleaner	5,968	655	35.9	3.88	3.35 - 5.54	4.33
Truck Driver	3,499	496	40.8	4.89	3.58 - 7.32	5.45

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DIVISION OF BUSINESS RESEARCH
MISSISSIPPI STATE UNIVERSITY

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DEDICATION ISSUE

We wish to announce that Dr. Guy T. Peden, Jr. has resigned his position as Director of the Division of Business Research and Editor of the MISSISSIPPI BUSINESS REVIEW. This issue is dedicated to him in partial recognition of his long and faithful service over the past twenty years. Dr. Peden will continue serving the university as a Professor of Marketing in the Marketing Department. We are also pleased to announce the appointment of Dr. J. William Rush as Acting Director.

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The majority of our readership is businessmen and this is the essential parameter used in evaluating articles for publication. Specifically, the article can be related to any subject in Business and Economics. It may be a presentation of results of a study by the author, a well supported opinion on a current topic or an application of some theoretical aspect of business or economics that might be applicable to the businessman. The article should be well supported, and should avoid an overly technical presentation.

The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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Crucial Requirements for Effective Application of Just-In-Time System

By

G.H. Manoochehri

The success of Japanese industries has stunned Western managers. The Japanese have shown superb performance, particularly in production of standard products such as automobiles. Their high quality products, produced very efficiently, have conquered the world. To find the Japanese secret of success, American managers have studied the different aspects of Japanese production systems. One aspect which went unnoticed until recently is the just-in-time (JIT) production system.

The JIT is a major factor contributing to Japanese high productivity and quality, and its basic concept is to produce the right item at the right time at the right quantity. In other words, to produce the item at the needed quantity just in time to be used or sold. To produce just in time, the Japanese have developed techniques and practices which are very different from our traditional production system. They have smoothed production schedules, shortened setup time, decreased work-in-process inventory, increased quality level, developed very highly cooperative relationship with workers and suppliers, etc. These concepts are discussed elsewhere. [9, 12, 18, 20]

Is JIT applicable in this country? Schonberger, an expert in Japanese production management, believes that there is nothing uniquely Japanese about the JIT system. [14] Koten, however, warns that the JIT system, like raw fish, may be difficult for Americans to swallow. [8] Although JIT could be applied in this country, it is not a "quick fix" for our manufacturing problems. Like other Japanese management techniques, JIT is gaining popularity in this country; and the application of JIT in several companies has been reported. [6, 22] Of all the reported JIT application, only one company, Kawasaki, U.S.A., Inc., has fully applied the system. Some unique characteristics of Kawasaki which helped the application are: (1) it is a Japanese company; (2) it gets more than 50% of its parts from Japanese factories; (3) and it is a nonunion company. [11] Other companies such as GM, Ford, Westinghouse, General Electric, and Bendix are experimenting with limited application of one element, mostly kanban, of the JIT system. Particularly, auto manufacturers are applying the kanban only to their raw materials inventories, just-in-time deliveries, and not to their work-in-process inventories. Some skeptical suppliers see this as a threat and argue that automakers are just pushing inventories upstream and making suppliers bear the cost of stocking inventories. [2] Although some benefits are observed from these limited applications, the full potential benefits of JIT system would only be achieved with a balanced, well-integrated production process that could employ all elements of JIT. The development of an effective JIT system is an expensive and long process, which requires some major modifications in our manufacturing systems and production practices. Several of these requirements are discussed below.

SMOOTHED AND STABLE PRODUCTION SCHEDULES

To produce just-in-time means a dramatic decrease or ideally the elimination of cycle stock and buffer stock. That is, the work station has to produce the right quantity when it is needed. The information on how much to produce and when to produce is given to the work station through the card system, kanban, based on its following work station requirements, which are initiated based on the final assembly production schedule. Using this approach, how can we assure that the work station has the capacity to produce requirements on time? The answer is through smoothing the production schedule.

Any fluctuation in the production schedule at the final assembly would create variations in production requirements in preceding work stations. This variation becomes larger for the work stations further away from the final assembly. Large production requirement variations make undesirable work-in-process inventory or ample production capacity necessary to meet the peak in production. To prevent the variance in the production requirements, the production at the final assembly has to be smoothed. Each type of finished product has to be produced at its minimum lot size, ideally, a lot size of one.

This requirement is not a problem for a company producing a few standard products with relatively stable demand, however, it could be more of a problem for a company manufacturing a variety of products with dramatic demand fluctuations.

In addition to being smoothed, the schedule has to be relatively stable to allow for planning capacity of work stations and work assignments. Dramatic changes disrupt the system. For example, Toyota Motor Company plans for about 30 days of **firm** schedule, with the final assembly schedule set about three days in advance. However, the mix of the material called for by the final assembly schedule may vary at most by about 10% from the original plan. [11] Toyota may change its schedule from month to month, but it is consistent within the month. In contrast to the Japanese, the U.S. automakers do not forecast production needs with much accuracy beyond ten days [2]. There is a trade-off between the stable production schedule and responsiveness to the market. For example, Stone from General Motors comments that it is a mistake to simply build the cars that fit our inventory system. [2] However, a company using JIT may be unresponsive to unexpectedly large variation in demand for the duration of one firm schedule period; but because JIT markedly shortens the lead time, the overall response to the market increases.

MANUFACTURING FLEXIBILITY

In the absence of large buffer-stock, how can a company respond to manufacturing uncertainties? Manufacturing flexibility and quality are two key concepts in meeting these uncertainties. Quality is discussed in the next section. In the JIT system, manufacturing flexibility is crucial. This flexibility is achieved through the use of manufacturing cells, multi-function workers, overtime production, and shortening setup time.

The concept of manufacturing cell is to group several machines with different functions according to the required steps of the production of a component, in one work station. With this approach, the functions that had to be performed in a few separate work stations could be done in one work station. This approach increases flexibility. At times of low production requirements, one worker can run the cell by moving from one machine to another; and at times of high requirements, several workers could be assigned to each cell to increase output.

A concept coupled with manufacturing cell is multi-function workers. In JIT systems workers are trained to handle different types of processes and machines, at least machines in one cell. This cross-training gives more flexibility to the supervisors in assigning workers to different jobs according to production requirements. In addition to more flexibility, this approach results in a decrease in work-in-process, less need for materials handling, and increase in workers' morale because of team work and larger job scope, and a decrease in lead time. In the United States, union contracts limit the use of multi-function workers.

Another tool of manufacturing flexibility is overtime production. Although stable production schedules are used, if contingencies arose, workers have to work overtime to meet their daily schedule. This is another reason why an American manager may envy his Japanese counterpart.

To produce just-in-time means producing in small lots and frequent setups. This approach is economically feasible only if setup time is shortened. The Japanese have significantly shortened the setup time. Example: In 1971, it took an hour to setup an 800-ton press in Toyota Company. About five years later the setup time was reduced to 12 minutes. [17] Now, Toyota strives for "single setup" which means setup in less than 10 minutes; and "one-touch setup" that is setup in less than one minute. Western companies have recently started efforts to improve the setup time. The Bendix plant in Stratford, Ontario, for example, has shortened the setup time for high-volume press from 4½ hours to 35 minutes. [2]

HIGH QUALITY

Two problems that can disrupt the smooth flow of work, in absence of buffer stock, are poor quality and equipment breakdown. The Japanese are obsessed with quality and, compared to U.S. companies, demand much higher quality from their workers and suppliers. Example: A supplier of plastic to TV plants such as Sharp, RCA, and Zenith states that Sharp demands much higher quality "There just is not any comparison between the quality Sharp demands and that demanded by RCA and Zenith." [3] In the JIT system as each work station has to produce the exact quantity, in small lots, just in time for the next work station use, the quality counts. Even one defective unit could cause a problem. There is no buffer stock to replace the defective unit. Thus, the JIT system provides a quick feedback for quality problems. In contrast to the U.S. where quantity and the pace of the line has the high priority, in Japan it is quality that has the high priority. The line-stop principle, **jidoka,** allows a worker to stop the line when a quality or equipment problem is observed. [18, p. 60]

The focus of quality control effort is on process control, not to produce bad units versus the screening process that is aimed at "weeding out" defective units. Therefore, the proper functioning of equipment is significant. Japanese have significantly decreased the chance of equipment breakdown by frequent preventive maintenance and running equipment at less than full capacity. To allow for maintenance after each shift, many Japanese plants use the 8-4-8-4 model, that is, running two 8-hour shifts separated by 4 hours.

COOPERATIVE WORKERS

The JIT system takes advantage of well-publicized Japanese assets: workers' morale, involvement, commitment, and superb performance. The JIT system is designed to enhance and rely on workers' contribution. As cycle and buffer stocks are low, to be responsive the system has to rely on workers' high performance, zero-defect quality, variable production hours and multifunction skills. Workers, with high motivation, play the role of problem indentifiers and problem solvers through quality circles. In contrast, the American mass production system is designed to minimize the contribution of workers by breaking the job into very simple, short cycle tasks. This design makes it easy to train, substitute, and control a worker; but at the same time it has eliminated the highly valued workers' involvement and contribution. The role of the work is defined very narrowly and only a limited amount of workers' talents and capabilities are employed. This approach has led to very highly adversarial relationships between workers and management. While in the U.S. the nationwide labor unions are very strong, in Japan workers join company unions which shows their loyalty to the company. Workers consider the workers of a rival company more of an enemy. For example, for a Toyota worker to cooperate with a Nissan worker against Toyota managers is not acceptable.

Japan does not have much natural resources; and the Japanese appreciate the resources they have. The most important Japanese resource is its workforce, and management takes good care of it. The health and welfare of employees is the top priority for Japanese managers; and they see it as their distinctive competence. As Paul Hagusa, the President of Sharp Manufacturing Co. of America, indicated, "Once there was a time when the Americans had very efficient machines and equipment, and Japanese did not. At that time, regardless of the workers, those with the most modern machines had the competitive advantage. But now, one country soon has the same machinery as another. So, what makes the difference today is the quality of people." [3]

Although some U.S. companies enjoy a very cooperative relationship with their workers, these are exceptions and not the rule. To apply JIT systems, a highly cooperative relationship should be developed. This is probably the toughest obstacle for management to overcome. The production schedules, manufacturing practices and procedures, plant configuration, etc., could be changed more easily than the attitudes of the people. Some of the areas that need to be modified for creating a cooperative relationship are: the attitude of management and workers, job designs, compensation plans, etc. The recent recession created a fertile environment for workers-management cooperation. Perhaps it could be used as a starting point for some companies.

DEPENDABLE SUPPLIERS

The JIT system requires on time delivery of raw materials at the exact quantity needed. The supplier, just like a work station in plant, has to deliver frequently in small lots. In Japan it is not unusual for a supplier to make a few deliveries per day. The relationship between the manufacturer and suppliers is so well planned and coordinated that in many cases the deliveries are made directly to the line rather than to the warehouse. To achieve such a harmony, the production schedules of the suppliers should be very highly coordinated with that of the manufacturers. In the U.S., there are some obstacles obtaining this coordination: number of suppliers, type of relationship with suppliers, and lack of sharing information with suppliers.

American manufacturers use many more suppliers compared to the Japanese. In the auto industry, typically there are 2-3 vendors for each part purchased. Example: GM has more that 3500 suppliers while Toyota has less than 250. [8] The large number of suppliers create a number of problems: (1) it is harder to manage the coordination of production schedules and relationships; (2) more suppliers means more time and money to be spent in training them; (3) when several suppliers are used for the same part, it is less feasible for each supplier to make frequent deliveries.

In an effort to gain more control over timing of deliveries and quality of the parts supplied, American automakers are decreasing the number of suppliers [5].

A second obstacle is the type of relationship between suppliers and manufacturers. In Japan a very close relationship exists between the two. A supplier is considered as part of the family. A JIT manufacturer needs high quality parts on time; therefore, it goes through a tough selection and inspection process before deciding on a supplier. And once it finds the desired supplier, it helps the supplier in any possible way to enable it to meet the manufacturer's high expectations. Mr. Talbot, a supplier of microwave wire racks to Sharp Manufacturing Co. comments on the Sharp's attitude: "They'd give us every consideration under the sun because we have done a good job." [3]

In contrast, in the U.S. there is not much of a relationship between the two. The primary concern is cost. Contracts are granted annually based on lowest cost bid. Annual contracts decrease the motivation of the suppliers to invest for improving quality or productivity. Obviously, for JIT application, the relationship has to improve. GM is developing new relationships with their suppliers. Dropping the competitive bidding process, it selects a supplier early and brings it in at the design stage of a part or component to achieve better quality and lower cost. GM also is looking for use of longer term contracts to encourage suppliers in higher investment. [5]

To get suppliers to deliver just-in-time, the manufacturer has to share information with the suppliers. The firms supplying Toyota will find out months in advance the planned production schedule of the Toyota line [13]. In the U.S., sharing information is usually found only in vertically integrated firms. Automakers have not forecasted their production schedule with much accuracy beyond ten days. Current contracts require suppliers to keep on hand as much as two weeks' inventory to cover changes in the production schedule. [2]

U.S. automakers are striving for more communication and sharing information within their suppliers. Example: the Ford truck plant in Louisville uses its computer to dispatch information to suppliers such as Dane Corp., which supplies drive shafts. Instead of delivering drive shafts weekly, Dane now delivers them daily. [6]

GEOGRAPHICAL CONCENTRATION

As suppliers have to make frequent deliveries of small lots, proximity of their location is a relevant factor. In Japan most of the suppliers are located close to the manufacturers, usually less than 60 miles away. Particularly for major companies such as automakers, the suppliers are clustered around the manufacturers. The closeness of the suppliers makes frequent, timely, and reliable deliveries possible. In contrast, in the U.S. the suppliers are scattered around the country. Some parts have to be transported over a thousand miles. Long transportation time increases the cost of inventory in transit and decreases the reliability of timely deliveries. As a result companies have to increase their dependence on buffer stock.

Some U.S. manufacturers are looking into the issue of proximity of suppliers, and have shown interest in working with close by suppliers. The U.S. is just too big and the manufacturing supply base is too spread-out to copy the Japanese practice of purchasing from suppliers within a 60 mile radius. For example, GM considers the proximity of the supplier in its selection of one, but it does not exclude any supplier beyond 60 miles. It has some suppliers under the JIT system that are located 400-600 miles away. [5]

The popularity of JIT system favors the selection of suppliers which are located close by and puts pressure on suppliers to relocate and get closer to the user plant. Labor-intensive suppliers may relocate some plants because they don't have to make an immense investment to relocate. [2] Example: The Hoover Universal is building a plant near the Nissan plant in Symrna, Tennessee to deliver seats just in time for production at the Nissan plant. [2] Another example is Delco Electronics, located in Kokomo, Indiana, which has recently spent 204 million dollars in remodernization and has switched to the JIT system. It made it clear to its 800 suppliers that closer locations will be rewarded. So far five of the suppliers have moved to the area. [7]

With the good transportation system in this country and the moves that some companies are already making, this factor should not be a major obstacle in the application of JIT. Small suppliers, particularly the labor-intensive ones, have to be fast in relocating once their major user plant switches to the JIT system.

APPROPRIATE PLANT CONFIGURATION

The JIT ideal is: Make a piece, check it out, and pass it to the next worker. The next worker's station is close by and it is the only place you can put the part. The American approach is: Make a large lot on an expensive, fast machine, pile them somewhere, and periodically call for the forklift truck to move the lot to the next work station, pile them there, and use them gradually. [18, p. 122]

To strive for the above ideal, the JIT plants are product-oriented, using manufacturing cells. In these plants one cell performs many or all operations necessary to complete one component or a phase of production. While most of the plants in the U.S are functional-oriented, [12] in these plants a work center performs a single operation and sends the part, in large lots, to the next work station for the next step operation.

As a result of using the above approach, American manufacturers use a large percentage of their floor space for the storage of material, particularly work-in-process inventory. A JIT plant does not need the storage space, so machines could be moved closer. Less time and money is spent on materials handling, and the plant would be smaller. Example: Bendix Plant in London, Ontario, has converted 10,000 square feet of floor space from storage to manufacturing. [2] In a comparison of a North American plant layout to a Japanese comparable plant, the North American plant called for three times as much square feet, 900,000 square feet compared to 300,000. And the North American plant's bid called for a plant investment three times as much. [18, p. 121]

Another area of concern in switching to JIT is the ability of the plant to handle more frequent deliveries. Some may need modification in the receiving area. GM is building its new plant to handle more than 300 trucks per day. [5]

Considering the high investment cost involved, it is not economically feasible to change the plant configuration of existing plants. However, the design of the new plants will be more influenced by the JIT requirements.

STRONG MANAGEMENT COMMITMENT AND SUPPORT

Based on the above discussions, it is clear that application of the JIT system requires the company to undergo many changes, such as changes in manufacturing strategy and practices, its relationship with workers and suppliers, plant location and configuration, etc. When there are major changes involved, management commitment and support are a must. JIT system is not just an inventory system, it is a plant-wide system. JIT application affects many people in the organization. It affects their job assignment, their authority, responsibility, and relationships with others. Consequently, resistance to change is natural. Management support is needed to overcome the resistance. The JIT system development is a very long process. For example, using Toyota system as a model, it took Yamaha four years to develop its version of the JIT system. [22] And when the process of change is long, management support is more crucial.

A prerequisite to management commitment is managment education and understanding of JIT--its concepts, capabilities, limitations, and benefits. Some JIT concepts are strange to us. We are used to thinking in terms of economies of scale, economic order quantity, minimizing the operator's and machines idle time, high specialization, etc. The transition could not be done overnight.

CONCLUSION

An effective application of JIT would result in many advantages: higher productivity, improved quality, shorter lead time, increased flexibility and adaptability to changes, elimination of waste, and a significant reduction in work-in process inventory. Example: In 1981 Ford turned its inventory 7.5 times, while in 1980 Toyota had 62 inventory turns. [2]

The benefits of the JIT system are significant enough to motivate us to study the system and its applicability in this country. The author agrees with Schonberger that there is nothing uniquely Japanese about the JIT system. Looking at the requirements, there is nothing that, culturally, is impossible to achieve, although some require a long period to overcome.

The recommendation is not the adaptation of JIT as it is used in Japan. Rather there are many economic, geographical, social, and cultural differences between the two countries that do not allow the exact copying of their system. However, there are enough useful concepts and techniques in the JIT system that it is worth studying and analyzing their applicability in the U.S.

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INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	February 1984	January 1984	February 1983
Retail Sales	168.5	168.0	159.2
Electric Sales	215.0	233.1	196.4
Gasoline Gallonage	131.0	146.4	128.5

NEW AND EXPANDED INDUSTRY

Town	Firm	Product	No. of Employees
NEW			
Benoit	**Desert Seed Co.**	Cotton seed delinting	10
Belzoni	**Spindle Inc.**	Cotton gin spindles	10
Cold Water	**Martin of Miss.**	Hardwood cabinets	200
Columbus	**United Parcel Service**	Distribution center	30
Grenada	**Grenada Furniture**	Oriental strandboard	46
Olive Branch	**Bozof Dinettes, Inc.**	Dinette suites	200
Tupelo	**Briarwood Furniture**	Sleepers & sofas	50
EXPANDED			
Amory	**Amory Garment Co.**	Ladies' slacks	75
Booneville	**Park Lane, Inc.**	Living room furniture	30
	Wall Snugglers	Recliners	35
Corinth	**Kimberley-Clark Corp.**	Non-Woven fabrics	120
Grenada	**McQuay-Perfex, Inc.**	Air-Conditioning equipment	165
	Pennaco Hosiery, Inc.	Hosiery	
	Grenada Farms, Inc.	Milk	
Hernando	**Lehman Roberts Asphalt**	Asphalt	10
Leland	**Burdett Gin Co.**	Cotton gin	8
Marietta	**Hodges wood products**	Show wood	27
	DeVaughn Woodwork	Wood finishing	5
Morton	**Morton Machine Co.**	Woodworking machinery	10
Pontotoc	**Global Furniture**	Upholstered furniture	10
	Pontotoc Box Co.	Wooden vaults	6
Shuqualak	**Shuqualak Lumber Co.**	Lumber	15
Vicksburg	**Wire Corporation**	Steel wire	60
	Crouse-Hinds	Polystyrene egg cartons	40
Walls	**Imperial Mfg. Co.**	Furniture	50

GENERAL FUND
Comparing July 1, 1983-February 29, 1984

	February 1984	February 1983
Sales Tax	$36,123,660(1)	$31,910,563
Use & Wholesale Compensating Tax	6,963,877(2)	5,513,067
Individual Income Tax	7,258,573	1,589,693
Corporate Tax	5,765,589	3,437,575
Tobacco Tax	2,140,615	2,096,365
ABC Division	2,148,463	1,711,840
Beer & Wine Tax	1,627,089	1,543,819
Oil Severance Tax	3,881,716	3,292,034
Estate Tax	1,790,260	620,361
Statewide Privilege Tax	318	29,850
Installment Loan Tax	2,611	173,194
Gas Severance Tax	2,494,491	2,899,455
Insurance Premium Tax	43,860	8,925
Auto Tag Fees	8,806	312,252
Auto Privilege Tax	438,781	405,272
Title Fees	101,022	93,102
Petroleum Tax	443,773	382,043
Admission Tax	23,422	8,092
Timber Severance Tax	——	39,211
Slot Vending Tax	336,636	286,596
Pulpwood Scaling Fees	7,296	7,931
Fire Marshal Fees	——	1,080
Freeport Warehouse Tax	——	——
Aircraft Registration Fees	1,980	2,285
Int. on Direct Deposits	85,231	——
Tax Commission Transfer to Gen. Fund	$ 71,688,072	$ 56,364,606
Tax Comm. Special Fund Transfers	58,184,720	53,972,982
Tax Commission Total Transfers	$129,872,792	$110,337,588

(1) 2% Discount allowed and not included-$544,092

(2) 2% Discount allowed and not included-$ 52,004

Tax Commission Cash Balance February 29, 1984-$32,749,551

Tax Commission Cash Balance February 28, 1983-$11,038,511

COLLECTIONS
With July 1, 1982-February 28, 1983

7/1/83 to 2/29/84	7/1/82 to 2/28/83	Increase or Decrease over Prior Year	
		Amount	Percent
$335,083,777 (1)	$321,179,758	$13,904,019	4.33
66,742,694 (2)	54,167,701	12,574,993	23.21
161,834,642	139,092,977	22,741,665	16.35
55,516,732	53,108,136	2,408,596	4.54
19,114,122	19,828,382	(714,260)	(3.60)
19,966,306	19,274 066	692,240	3.59
14,403,843	13,999,118	404,725	2.89
31,475,453	34,064,127	(2,588,674)	(7.60)
6,185,264	6,023,365	(161,899)	2.69
388,238	648,432	(260,194)	(40.13)
1,613,273	1,378,708	234,565	17.01
19,354,565	23,456,936	(4,102,371)	(17.49)
23,601,486*	31,604,154*	(8,002,668)	(25.32)
3,295,486	3,076,072	219,414	7.13
2,861,810	2,492,570	369,240	14.81
846,241	782,761	63,480	8.11
3,512,968	3,349,680	163,288	4.87
266,343	207,629	59,205	28.51
43,569	329,482	(285,913)	(86.78)
611,136	582,432	28,704	4.93
76,259	50,113	26,146	52.17
112,326	129,836	(17,510)	(13.49)
130	120	10	8.33
2,745	2,285	460	20.13
476,378	-0-	476,378	—
$767,386,283	$728,828,840	$38,557,443	5.29
362,061,706	312,346,533	49,715,173	15.92
$1,129,447,989	$1,041,175,373	88,272,616	8.48

(1) 2% Discount allowed and not included-$4,505,734

(2) 2% Discount allowed and not included-$664,569

*Collections reflect three quarters in FY 1983 and two Quarters in FY 1984.

Sales Indicated By Sales Tax Collections During February, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,516	28,781
Alcorn	839	16,058
Amite	155	3,826
Attala	393	7,661
Benton	63	1,166
Bolivar	840	16,439
Calhoun	252	5,328
Carroll	93	2,080
Chickasaw	327	6,497
Choctaw	103	1,898
Claiborne	184	3,962
Clarke	230	4,649
Clay	383	7,691
Coahoma	946	18,605
Copiah	438	9,218
Covington	449	8,105
DeSoto	923	17,860
Forrest	2,460	51,809
Franklin	116	2,589
George	228	4,407
Greene	97	1,829
Grenada	628	14,727
Hancock	530	10,646
Harrison	4,635	92,724
Hinds	10,403	200,120
Holmes	322	6,511
Humphreys	200	4,850
Issaquena	11	238
Itawamba	269	5,393
Jackson	2,702	53,764
Jasper	271	5,178
Jefferson	65	1,351
Jeff Davis	206	4,183
Jones	2,123	41,579
Kemper	100	1,838
Lafayette	641	11,626
Lamar	427	9,438
Lauderdale	2,765	66,605
Lawrence	172	3,964
Leake	305	6,182
Lee	2,472	54,357
Leflore	1,068	20,385
Lincoln	807	15,596
Lowndes	1,842	35,157
Madison	1,038	23,609
Marion	680	12,410
Marshall	365	7,103
Monroe	715	14,778
Montgomery	221	4,111
Neshoba	468	9,365
Newton	327	6,621
Noxubee	153	2,829
Oktibbeha	781	14,904
Panola	591	11,267
Pearl River	696	13,141
Perry	218	8,417
Pike	1,114	21,150
Pontotoc	316	6,387
Prentiss	409	8,547
Quitman	143	2,708
Rankin	2,001	41,071
Scott	465	8,998
Sharkey	127	2,359
Simpson	455	9,893
Smith	157	3,393
Stone	184	3,810
Sunflower	611	12,998
Tallahatchie	199	3,794
Tate	330	6,099
Tippah	318	6,476
Tishomingo	505	14,197
Tunica	133	2,491
Union	381	7,361
Walthall	193	3,766
Warren	1,408	28,609
Washington	1,820	34,970
Wayne	418	7,938
Webster	152	2,974
Wilkinson	206	4,066
Winston	307	5,950
Yalobusha	200	4,181
Yazoo	568	10,914
State Total	67,360	1,381,039

Food Stamp Participation By County, January, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $133.71)	Number of Persons[3] (Average Allotment $42.33)	Coupon Value[4] (Average Per Meal $.47)
Adams	2,882	8,281	$ 368,490
Alcorn	2,131	5,417	225,008
Amite	882	3,128	117,132
Attala	1,665	5,011	195,417
Benton	753	2,630	100,633
Bolivar	4,170	15,840	668,575
Calhoun	1,006	2,777	104,153
Carroll	814	2,465	94,316
Chickasaw	1,022	3,837	99,722
Choctaw	720	2,046	80,400
Claiborne	1,203	3,913	170,274
Clark	1,175	3,284	129,663
Clay	1,582	5,004	215,375
Coahoma	3,812	13,582	584,615
Copiah	2,001	6,425	270,684
Covington	1,241	4,074	158,274
DeSoto	2,008	6,988	283,920
Forrest	4,316	11,949	544,088
Franklin	863	2,413	99,791
George	1,219	3,785	171,978
Greene	948	2,883	126,824
Grenada	1,244	3,883	157,042
Hancock	1,860	5,325	247,635
Harrison	6,131	18,940	866,715
Hinds	13,716	41,203	1,891,551
Holmes	3,360	11,293	499,538
Humphreys	1,198	4,595	187,964
Issaquena	238	922	35,929
Itawamba	866	2,165	82,266
Jackson	5,159	16,688	838,556
Jasper	1,233	3,993	151,333
Jefferson	969	3,147	118,458
Jeff Davis	1,320	4,165	169,887
Jones	2,911	8,463	336,024
Kemper	730	2,409	91,384
Lafayette	1,147	3,375	127,424
Lamar	1,598	4,533	194,884
Lauderdale	3,975	11,787	511,354
Lawrence	891	2,604	106,115
Leake	1,846	5,394	215,657
Lee	2,155	5,716	234,104
Leflore	3,090	11,181	$ 461,099
Lincoln	2,203	6,653	284,295
Lowndes	*2,669*	*8,778*	*363,185*
Madison	3,393	12,025	523,191
Marion	1,675	5,376	232,158
Marshall	3,028	10,470	424,445
Monroe	1,968	6,073	246,666
Montgomery	1,384	3,908	154,122
Neshoba	1,566	4,537	173,683
Newton	1,219	3,459	136,972
Noxubee	1,568	5,352	218,504
Oktibbeha	1,985	6,075	266,350
Panola	2,480	9,235	373,559
Pearl River	2,057	6,054	267,814
Perry	1,104	3,106	129,181
Pike	2,486	7,282	318,549
Pontotoc	1,134	2,842	105,584
Prentiss	1,252	3,327	128,695
Quitman	1,331	5,023	207,177
Rankin	2,159	6,442	254,753
Scott	1,546	4,762	186,005
Sharkey	942	3,831	146,515
Simpson	1,223	3,571	150,735
Smith	820	2,465	88,531
Stone	723	2,338	102,969
Sunflower	2,701	11,032	454,828
Tallachatchie	1,878	7,279	288,746
Tate	1,595	4,722	186,450
Tippah	1,337	3,641	139,235
Tishomingo	1,126	2,770	115,764
Tunica	1,366	5,174	212,573
Union	1,140	3,093	115,924
Walthall	1,155	3,996	167,301
Warren	3,013	8,881	406,808
Washington	6,106	21,528	957,927
Wayne	1,855	5,680	238,208
Webster	705	1,854	73,383
Wilkinson	1,114	3,441	133,257
Winston	1,826	5,532	219,915
Yalobusha	1,021	2,908	116,147
Yazoo	2,696	8,910	369,056
State Total	164,600	519,965	$22,008,261

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($42.33) by total number of average meals a month (90)

Agricultural Report, February, 1984

The February 15, 1984 Index of Prices Received by Mississippi farmers for all commodities was down 1 point, (1 percent) at 127 percent of its January-December 1977 average, according to the Mississippi Crop and Livestock Reporting Service.

Decreases in soybean prices were responsible for the 5 point (4 percent) decline in the All Crops Index leaving it at 108 percent of its January-December 1977 average.

Increases in beef cattle and calf prices were responsible for the 4 point (3 percent) rise in the Livestock Products Index leaving it at 154 percent of its January-December 1977 average.

The February ratio of prices received by Mississippi farmers to U.S. prices paid was 77 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for February was 165, up 1 point from mid-January.

MISSISSIPPI AND U.S. INDEX NUMBERS
1977 = 100

GROUP	February 15 1983	January 15 1984 1/	February 15 1984
MISSISSIPPI			
All Commodities	106	128	127
All Crops	87	113	108
Oil Bearing	81	116	108
Cotton	91	108	108
Livestock & Livestock Products	133	150	154
Meat Animals	166	145	163
Poultry	102	154	149
Dairy	142	149	148
Ratio of Prices Received to Paid 2/	67	78	77
United States			
Prices Received	132	144	142
Prices Paid, Interest, Taxes & Wage Rates	159	164	165
Parity Ratio 3/	83	88	86

1/ Revised. 2/ Ratio of Miss. Prices Received to U.S. Prices Paid. 3/ Ratio of Index of Prices Received by Farmers to Index of Prices Paid, Interest, Taxes and Farm Wage Rates.

SOURCE: Mississippi Crop and Livestock Reporting Service, Jackson, Mississippi, March 1, 1984.

Financial Transactions, Regional and United States, from Banks and S & L's, February, 1984

$ millions	FEB 1984	JAN 1984	FEB 1983	ANN. % CHG.		FEB 1984	JAN 1984	FEB 1983	ANN. % CHG.
UNITED STATES									
Commercial Bank Deposits	1,317,739	1,351,109	1,232,245	+ 7	Savings & Loans**				
Demand	292,879	339,855	291,797	+ 0	Total Deposits	634,601	630,088	570,029	+ 11
NOW	85,117	88,719	69,797	+ 22	NOW	17,828	18,904	15,351	+ 16
Savings	351,519	350,184	277,655	+ 27	Savings	172,948	175,541	156,897	+ 10
Time	618,735	619,801	622,246	− 1	Time	446,871	439,989	400,379	+ 12
Credit Union Deposits	60,467	60,745	52,089	+ 16		FEB	JAN	FEB	
Share Drafts	5,266	5,546	4,312	+ 22	Mortgages Outstanding	483,596	479,026	473,656	+ 2
Savings & Time	49,983	50,491	42,746	+ 17	Mortgage Commitments	32,331	34,332	17,964	+ 80
SOUTHEAST									
Commercial Bank Deposits	150,517	152,054	136,837	+ 10	Savings & Loans				
Demand	34,525	38,739	34,088	+ 1	Total Deposits	N.A.	N.A.	N.A.	
NOW	11,117	11,360	9,355	+ 19	NOW	N.A.	N.A.	N.A.	
Savings	39,610	39,297	30,115	+ 32	Savings	N.A.	N.A.	N.A.	
Time	68,313	67,269	66,009	+ 3	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	6,029	6,025	4,979	+ 21		FEB	JAN	FEB	
Share Drafts	465	502	363	+ 28	Mortgages Outstanding	68,866	68,791	67,016	+ 3
Savings & Time	5,203	5,168	4,248	+ 22	Mortgage Commitments	4,578	4,926	3,067	+ 49
ALABAMA									
Commercial Bank Deposits	15,679	15,930	14,571	+ 8	Savings & Loans**				
Demand	3,552	4,106	3,527	+ 1	Total Deposits	5,273	5,222	4,564	+ 16
NOW	1,007	1,040	836	+ 20	NOW	144	151	178	− 19
Savings	3,241	3,210	2,583	+ 25	Savings	893	865	649	+ 38
Time	8,282	8,186	8,032	+ 3	Time	4,274	4,242	3,784	+ 13
Credit Union Deposits	917	915	852	+ 8		FEB	JAN	FEB	
Share Drafts	83	89	69	+ 20	Mortgages Outstanding	3,846	3,791	3,685	+ 4
Savings & Time	794	791	723	+ 10	Mortgage Commitments	288	289	247	+ 17
FLORIDA									
Commercial Bank Deposits	53,176	53,616	46,681	+ 14	Savings & Loans**				
Demand	12,386	13,550	12,127	+ 2	Total Deposits	54,424	53,387	50,188	+ 8
NOW	4,632	4,707	4,012	+ 15	NOW	2,056	2,119	1,787	+ 15
Savings	18,583	18,364	13,438	+ 38	Savings	14,918	14,591	13,503	+ 10
Time	18,564	18,417	17,924	+ 4	Time	37,855	37,152	35,181	+ 8
Credit Union Deposits	2,650	2,638	2,247	+ 18		FEB	JAN	FEB	
Share Drafts	233	253	193	+ 21	Mortgages Outstanding	41,223	40,809	39,268	+ 5
Savings & Time	2,139	2,114	1,787	+ 20	Mortgage Commitments	3,181	3,458	2,346	+ 36
GEORGIA									
Commercial Bank Deposits	22,033	22,748	19,532	+ 13	Savings & Loans				
Demand	6,602	7,458	6,184	+ 7	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,465	1,509	1,251	+ 17	NOW	N.A.	N.A.	N.A.	
Savings	4,949	4,885	4,097	+ 21	Savings	N.A.	N.A.	N.A.	
Time	9,998	9,692	8,840	+ 13	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,340	1,359	934	+ 43		FEB	JAN	FEB	
Share Drafts	67	75	39	+ 72	Mortgages Outstanding	8,326	8,259	8,641	− 4
Savings & Time	1,205	1,208	836	+ 44	Mortgage Commitments	477	503	182	+ 162
LOUISIANA									
Commercial Bank Deposits	25,477	25,717	24,114	+ 6	Savings & Loans**				
Demand	5,618	6,376	5,874	− 4	Total Deposits	9,139	8,997	8,430	+ 8
NOW	1,459	1,474	1,240	+ 18	NOW	198	202	172	+ 15
Savings	5,478	5,449	4,094	+ 34	Savings	2,368	2,400	1,841	+ 29
Time	13,306	13,105	13,322	− 0	Time	6,653	6,494	6,470	+ 3
Credit Union Deposits	202	202	162	+ 25		FEB	JAN	FEB	
Share Drafts	22	22	12	+ 83	Mortgages Outstanding	8,046	8,109	7,394	+ 9
Savings & Time	196	195	153	+ 28	Mortgage Commitments	446	531	210	+ 112
MISSISSIPPI									
Commercial Bank Deposits	11,754	11,784	11,034	+ 7	Savings & Loans**				
Demand	2,287	2,541	2,346	− 3	Total Deposits	2,507	2,545	2,508	− 0
NOW	819	827	715	+ 15	NOW	93	98	86	+ 8
Savings	2,457	2,442	1,734	+ 42	Savings	483	498	417	− 16
Time	6,453	6,320	6,473	− 0	Time	1,967	1,974	2,028	− 3
Credit Union Deposits	*	*	*			FEB	JAN	FEB	
Share Drafts	*	*	*		Mortgages Outstanding	2,035	2,048	2,033	+ 0
Savings & Time	*	*	*		Mortgage Commitments	63	62	21	+ 200
TENNESSEE									
Commercial Bank Deposits	22,398	22,759	20,905	+ 7	Savings & Loans**				
Demand	4,080	4,708	4,030	+ 1	Total Deposits	6,806	6,765	6,748	+ 1
NOW	1,735	1,803	1,301	+ 33	NOW	169	180	161	+ 5
Savings	4,929	4,947	4,169	+ 18	Savings	1,335	1,354	1,282	+ 4
Time	11,710	11,549	11,418	+ 3	Time	5,343	5,282	5,332	
Credit Union Deposits	920	911	784	+ 17		FEB	JAN	FEB	
Share Drafts	60	63	50	+ 20	Mortgages Outstanding	5,390	5,775	5,995	− 10
Savings & Time	869	860	749	+ 16	Mortgage Commitments	185	205	153	+ 21

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting.

** = S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight. April 1, 1984.

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Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Dec. 1983	Nov. 1983	Annual % Change	Dec. 1983	Nov. 1983	Annual % Change	Dec. 1983	Nov. 1983	Annual % Change
ALABAMA	1,326.3	1,324.5	+ 1	12.3	12.6	15.5	109.2	109.2	+ 12
Birmingham	336.3	335.3	+ 1	11.7	12.1	15.6	52.5	52.9	+ 10
Huntsville	133.0	133.0	+ 5	9.4	9.8	12.2	20.8	21.2	+ 12
Mobile	146.9	147.3	0	13.5	13.9	15.4	21.2	21.8	+ 10
Montgomery	105.5	105.4	+ 1	10.3	11.2	12.0	14.7	13.3	+ 24
FLORIDA	4,014.7	3,968.6	+ 5	7.5	8.1	9.5	2,258.6	1,972.0	0
Daytona Beach	87.2	86.5	+ 6	6.4	7.1	8.5	15.7	15.7	- 16
Ft. Lauderdale	372.9	371.0	+ 3	6.2	6.6	7.8	299.9	236.5	+ 4
Jacksonville	319.5	318.7	+ 3	7.7	8.1	8.2	91.3	91.5	+ 7
Melbourne	116.2	115.6	+ 5	7.1	7.6	8.3	24.2	21.0	+ 9
Miami	748.0	742.3	+ 2	8.6	9.3	11.0	882.2	749.6	- 3
Orlando	346.8	343.5	+ 5	6.3	6.8	7.8	319.4	308.5	+ 1
Sarasota	81.1	80.8	+ 7	4.8	5.1	8.7	59.4	51.7	- 25
Tallahassee	76.8	76.8	+ 0	4.5	4.7	5.3	25.6	28.6	+ 19
Tampa-St. Pete	618.3	611.6	+ 4	6.4	6.9	8.9	348.8	323.8	+ 4
West Palm Beach	237.5	234.4	+ 5	6.9	7.8	8.6	192.1	145.1	+ 7
GEORGIA	2,295.6	2,287.5	+ 3	6.6	7.0	7.8	1,647.4	1,610.9	+ 5
Atlanta	1,057.9	1,053.5	+ 4	5.6	5.9	6.5	1,599.1	1,562.5	+ 5
Augusta	125.3	124.8	+ 1	8.0	8.9	9.3	12.6	7.8	+ 28
Columbus	81.2	81.1	+ 3	8.0	8.4	9.7	6.3	7.8	+ 24
Macon	101.1	101.0	+ 2	7.2	7.6	7.4	4.0	4.2	12
Savannah	90.4	89.9	+ 2	7.6	8.2	8.6	25.4	28.7	+ 13
LOUISIANA	1,594.8	1,597.1	- 1	10.1	10.9	11.6	258.8	272.7	+ 5
Baton Rouge	213.3	212.1	+ 2	8.1	9.0	9.6	25.3	24.5	+ 16
New Orleans	508.5	507.7	- 1	8.9	9.8	10.0	233.5	248.2	+ 3
MISSISSIPPI	800.8	798.9	+ 1	10.0	10.6	11.8	31.4	31.4	+ 9*
Biloxi-Gulfport	61.6	61.5	+ 0	10.7	11.8	10.8	4.1	4.8	- 25
Jackson	148.8	148.1	+ 2	6.2	6.8	7.4	27.3	26.6	+ 17
TENNESSEE	1,713.5	1,720.0	+ 3	10.3	9.8	12.7	142.1	148.6	+ 13
Chattanooga	165.3	167.0	+ 0	8.9	9.1	9.5	17.2	17.7	+ 24
Knoxville	204.7	205.1	+ 1	9.4	9.0	10.2	33.2	34.9	+ 18
Nashville	370.9	370.2	+ 1	7.4	6.9	9.2	91.7	96.0	+ 6

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Dec. 1983	Nov. 1983	Annual % Change	Dec. 1983	Nov. 1983	Dec. 1982	Dec. 1983	Nov. 1983	Annual % Change
ALABAMA	526.0	534.9	+ 32	7,975	7,967	+ 63	8,034	7,821	+ 87
Birmingham	237.9	251.9	+ 59	2,037	2,001	+ 66	1,808	1,805	+ 155
Huntsville	72.1	69.1	+ 80	1,487	1,507	+ 60	2,913	2,921	+ 262
Mobile	63.4	63.6	+ 45	894	900	+ 52	989	755	- 4
Montgomery	39.9	38.5	+ 22	-	-	-	-	-	-
FLORIDA	4,032.3	3,987.6	+ 24	98,378	97,187	+ 73	88,805	86,554	+ 73
Daytona Beach	81.3	83.9	+ 19	3,964	3,880	+ 91	1,181	1,013	+ 19
Ft. Lauderdale	373.9	370.7	+ 13	4,161	4,012	+ 110	9,454	9,450	+ 76
Jacksonville	317.1	305.9	+ 43	5,560	5,567	+ 72	6,095	5,266	+ 142
Melbourne	130.7	134.2	+ 61	4,258	4,098	+ 88	2,758	2,617	+ 114
Miami	601.2	608.1	+ 27	5,306	5,212	+ 133	8,013	8,197	+ 28
Orlando	537.9	503.8	+ 25	12,152	11,912	+ 81	8,818	8,621	+ 130
Sarasota	84.1	80.0	+ 8	2,574	2,639	+ 60	1,832	1,950	+ 13
Tallahassee	34.6	28.5	+ 6	2,026	2,043	+ 65	1,018	1,037	- 6
Tampa-St. Pete	638.9	645.6	+ 28	16,222	15,887	+ 78	13,140	12,648	+ 74
West Palm Beach	336.6	332.8	+ 5	9,514	9,301	+ 103	9,610	9,666	+ 150
GEORGIA	1,341.1	1,295.7	+ 37	41,524	41,505	+ 58	25,435	25,409	+ 96
Atlanta	953.9	895.1	+ 38	28,665	28,536	+ 65	14,813	14,161	+ 131
Augusta	48.0	46.6	+ 14	2,338	2,358	+ 84	1,242	1,215	+ 78
Columbus	42.3	39.2	+ 9	585	575	+ 117	915	904	+ 217
Macon	36.4	33.4	+ 20	-	-	-	-	-	-
Savannah	57.0	57.3	+ 41	-	-	-	-	-	-
LOUISIANA	1,185.6	1,207.4	+ 21	16,794	16,781	+ 51	17,080	16,645	+ 102
Baton Rouge	242.3	258.6	+ 60	3,806	3,816	+ 88	3,414	3,374	+ 66
New Orleans	490.7	487.6	+ 45	6,347	6,299	+ 66	6,671	6,633	+ 165
MISSISSIPPI	191.6	185.2	+ 20	4,757	4,890	+ 35	4,834	4,658	+ 118
Biloxi-Gulfport	24.8	24.2	+ 4	-	-	-	-	-	-
Jackson	35.2	35.2	- 15	807	772	+ 134	813	505	+ 101
TENNESSEE	819.8	817.2	+ 24	13,693	13,698	+ 79	16,556	15,614	+ 139
Chattanooga	59.5	57.7	+ 1	1,073	1,065	+ 61	990	837	+ 84
Knoxville	116.3	118.8	+ 6	1,542	1,519	+ 50	684	668	- 46
Nashville	251.7	250.4	+ 53	4,027	4,027	+ 107	7,786	7,008	+ 270

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

* - August data not available.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, March 1, 1984.

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STATE ECONOMIC INDICATORS

Indicator	February 1984[1]	January 1984[1]	February 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	910,400	909,700	900,000	—0—	1.2
Non-Ag Employment	795,400	793,000	768,700	2.4	26.7
Mining	9,100	9,100	8,600	—0—	0.5
Contract Construction	32,000	31,900	33,000	0.1	−1.0
Manufacturing	209,500	209,700	193,300	−0.2	16.2
Transportation and Public Utilities	37,800	37,900	37,600	−0.1	0.2
Wholesale and Retail Trade	163,700	163,900	157,600	−0.2	6.1
Finance, Insurance and Real Estate	34,000	34,000	32,900	0	1.1
Service	125,700	125,200	122,700	0.5	3.0
Government	183,600	181,400	182,800	2.2	0.8
Unemployment Rate (Per Cent Labor Force)	9.9	10.2	13.6	——	——
Average Weekly Earnings in Manufacturing (Dollars)	280.83	280.26	257.67	0.2	9.0
Average Hourly Earnings in Manufacturing (Dollars)	6.90	6.92	6.59	−0.3	4.7
Average Weekly Hours in Manufacturing	40.7	40.5	39.1	0.5	4.1
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,713	2,606	2,774	4.1	−2.2
Gasoline Delivered to Dealers (gals.)[6]	98,661	123,725	98,661	−20.3	0.4
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[7]	1,827,075	2,051,765	1,697,280	−11.0	7.6
RETAIL SALES (000's)[8]	1,234,856	1,598,346	1,161,114	−22.7	6.4

Indicator	November 1983	October 1983	November 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[9]					
Total Cash Receipts from Farm Marketings	463,966	475,480	455,633	2.4	1.8
Cash Receipts from Marketing Livestock	84,656	89,226	67,595	5.1	25.2
Cash Receipts from Marketing Crops	379,310	386,254	388,038	1.8	2.2

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for October

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Feb.	PerCent Month Ago	Change Year Ago	Current Month Feb.	Month Ago	Year Ago
Aberdeen	43,841	−37.3	16.6	613,260	26,000	43,550
Baldwyn	24,161	−10.0	27.7	——	——	——
Batesville	65,164	−23.0	41.3	123,095	55,396	169,000
Bay Springs	19,451	−28.0	3.9	——	——	——
Bay St. Louis	42,086	−34.3	20.5	141,737	310,229	293,346
Belmont	12,566	−11.0	39.1	——	——	——
Belzoni	27,009	−13.4	31.7	27,500	7,000	39,300
Biloxi	282,822	−31.1	26.1	——	——	——
Brandon	44,987	−35.0	22.6	371,000	——	——
Brookhaven	126,132	−28.6	21.1	129,995	898,000	254,300
Brooksville	3,675	−15.0	69.0	——	——	——
Canton	71,425	−17.1	28.3	——	——	——
Carthage	45,955	−27.1	39.1	125,000	56,000	36,500
Charleston	16,533	−26.9	6.7	——	——	——
Clarksdale	157,782	−9.1	51.0	176,657	66,400	140,400
Cleveland	109,454	−14.8	36.3	——	——	——
Collins	35,764	−5.8	58.1	——	——	——
Columbia	100,702	−26.1	28.1	——	——	——
Columbus	273,575	−25.2	35.0	421,339	388,582	1,659,321
Corinth	128,480	−23.0	26.5	158,995	——	——
Crystal Springs	29,199	−9.7	2.7	15,600	27,500	18,000
Drew	10,744	−15.5	19.1	——	——	——
Edwards	3,998	−28.2	43.5	105,500	——	——
Ellisville	12,338	−52.4	−15.5	——	——	——
Eupora	16,761	−37.4	12.3	——	——	——
Fayette	9,236	−25.6	−0.9	——	——	——
Forest	49,116	−30.1	13.9	153,500	——	——
Greenville	277,100	−28.7	26.6	——	——	——
Greenwood	146,907	−30.3	9.7	341,900	1,881,826	102,000
Grenada	101,711	−17.9	38.3	246,000	251,000	92,000
Gulfport	310,596	−23.4	34.1	1,688,214	1,121,645	——
Hattiesburg	406,534	−34.0	22.5	——	——	——
Hernando	20,944	−45.9	6.8	3,300	——	553,500
Hollandale	11,197	−28.8	−5.7	——	——	——
Holly Springs	43,742	−28.4	30.8	65,400	——	28,400
Houston	38,741	−21.5	39.7	79,700	140,000	102,156
Indianola	65,357	−14.0	16.7	——	——	——
Iuka	27,859	−26.1	23.5	——	——	——
Jackson	1,607,835	−30.0	22.7	6,503,324	6,071,185	3,541,743
Kosciusko	58,844	−31.4	29.2	55,000	41,000	47,000
Laurel	295,760	−31.1	13.5	4,219,558	663,612	238,746
Leland	20,970	−14.0	26.2	7,500	19,500	80,976
Lexington	22,691	−10.2	14.9	——	——	——
Louisville	51,351	−24.8	21.9	163,620	82,702	35,705
Lucedale	33,627	−31.2	19.2	139,000	51,500	57,000
Lumberton	10,592	−27.8	40.3	——	——	——
Macon	16,947	−25.3	27.2	——	——	——
Magee	51,631	−25.9	38.7	——	——	——
Magnolia	10,449	0.7	30.4	52,500	27,100	48,000
Marks	15,866	−17.8	25.5	——	——	——
McComb	142,909	−27.3	31.6	92,600	159,925	209,500
Meadville	8,048	28.5	81.1	70,000	——	—0—
Mendenhall	20,957	−25.9	26.0	122,300	30,400	—0—
Meridian	507,153	−12.4	69.3	650,339	462,194	577,081
Monticello	21,749	−12.0	22.2	17,000	60,000	45,000
Morton	21,183	−25.4	26.0	——	——	——
Moss Point	74,378	21.8	69.8	——	——	——
Natchez	234,160	−35.6	36.2	1,014,590	1,756,565	443,301
New Albany	63,724	−28.5	33.0	315,800	81,400	4,068,518
Newton	24,867	−29.2	18.3	115,000	——	200,000
Ocean Springs	81,391	−20.3	18.3	436,814	——	——
Okolona	15,520	−27.1	35.0	37,900	——	1,600
Oxford	104,433	−27.8	16.5	308,300	215,129	934,906
Pascagoula	249,840	17.4	41.6	176,306	544,301	416,805
Pass Christian	14,108	−19.8	16.2	——	——	——
Philadelphia	69,901	−25.8	40.2	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month Feb.	PerCent Month Ago	Change Year Ago	Current Month Feb.	Month Ago	Year Ago
Picayune	90,970	—34.8	21.4	255,000	263,000	—0—
Pontotoc	42,978	—31.0	28.8	——	——	——
Poplarville	19,669	1.3	37.0	——	——	——
Port Gibson	17,017	—13.4	14.8	——	——	——
Prentiss	23,469	—19.3	29.3	103,100	5,800	—0—
Quitman	29,988	—14.1	47.4	——	——	——
Raymond	7,204	—7.3	102.9	——	——	——
Richton	10,321	—32.1	25.1	1,000	——	——
Rosedale	8,705	—21.2	21.5	——	——	——
Ruleville	10,310	—20.7	23.3	——	——	——
Sardis	16,775	—28.0	23.7	3,000	——	——
Senatobia	47,231	—37.5	20.0	32,500	345,000	393,000
Shelby	8,528	—28.2	8.3	——	——	——
Starkville	114,863	—21.7	20.2	736,200	531,000	253,800
Summit	9,856	—33.4	8.1	——	——	——
Taylorsville	12,597	—15.0	20.7	——	——	——
Tchula	4,458	—26.0	24.7	——	——	——
Tunica	16,562	—30.6	27.2	——	——	——
Tupelo	355,969	—34.5	28.6	1,972,244	——	——
Union	15,879	0.4	55.5	——	——	——
Utica	9,018	—27.1	11.0	——	——	——
Vicksburg	208,441	—33.3	25.7	7,098.552	253,760	1,400,095
Walnut Grove	1,134	—34.5	—22.3	——	——	——
Water Valley	25,797	—23.5	28.6	——	——	——
Waynesboro	57,070	—20.9	21.0	58,000	36,500	128,200
West Point	60,060	—23.5	24.8	40,815	97,800	28,725
Wiggins	24,380	—22.3	13.9	——	——	——
Winona	30,998	—33.6	14.5	——	——	——
Yazoo City	64,048	—39.4	20.4	67,000	13,000	17,000

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **Hinds and Rankin Counties]**	February 1984	January 1984	February 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	154,900	154,600	156,500	0.2	—1.0
Unemployed Persons	10,500	10,600	14,700	—0.9	—28.6
Per Cent of Labor Force	6.8	6.9	9.4	——	——
Employed Persons	144,400	144,000	141,800	0.3	1.8
Non-Ag Wage & Salaries	124,600	124,300	122,200	0.2	0.2
Manufacturing	18,800	18,700	18,400	0.5	2.2
CITY SALES TAX COLLECTIONS	1,673,042	2,395,173	1,361,829	—30.1	22.9

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	February 1984	January 1984	February 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	67.170	67,810	70,180	—0.9	—3.5
Unemployed Persons	6.810	7,220	9,730	—5.7	30.0
Per Cent of Labor Force	10.1	10.6	13.9	——	——
Employed Persons	60.360	60.590	60,450	—0.4	—0.1
Non-Ag Wage & Salaries	51.170	51,350	51,220	—0.3	—0.1
Manufacturing	8.900	8.960	8.910	—0.7	—0.1
CITY SALES TAX COLLECTIONS	607.526	833.657	468.144	—27.1	29.8

Annual Wages of Workers Covered By Mississippi Employment Security Law For Years, 1981 and 1982

SOURCE: Miss. Employment Security Commission. Computations made by Division of Business Research, College of Business and Industry, Mississippi State University.

County	1981	% of State	% of Change	1982	% of State	% of Change
Adams	222,089	2.35	12.78	231,589	2.40	4.27
Alcorn	148,881	1.57	9.61	149,114	1.52	0.16
Amite	21,323	0.23	12.16	20,600	0.21	3.39
Attala	42,222	0.45	2.38	40,865	0.42	3.21
Benton	6,865	0.07	3.95	6,735	0.07	1.89
Bolivar	119,310	1.26	6.76	122,243	1.25	2.46
Calhoun	33,690	0.36	3.51	34,937	0.36	3.70
Carroll	7,839	0.08	2.39	8,113	0.08	3.50
Chickasaw	65,177	0.69	9.35	64,613	0.66	−0.87
Choctaw	16,888	0.18	−2.61	14,567	0.15	−13.74
Claiborne	135,823	1.44	22.91	119,021	1.22	−12.37
Clarke	50,588	0.54	7.07	50,912	0.52	0.64
Clay	92,041	0.97	9.21	93,842	0.96	1.96
Coahoma	104,446	1.10	4.66	106,358	1.10	1.83
Copiah	57,567	0.61	2.35	58,841	0.60	2.21
Covington	32,167	0.34	1.95	30,948	0.32	−3.79
DeSoto	133,315	1.41	9.31	139,741	1.43	4.82
Forrest	309,221	3.27	6.55	324,721	3.32	5.01
Franklin	13,501	0.14	7.86	14,512	0.15	7.49
George	21,714	0.23	2.49	22,251	0.23	2.47
Greene	8,931	0.09	−5.35	7,736	0.08	−13.38
Grenada	89,262	0.94	7.38	91,656	0.94	2.68
Hancock	73,495	0.78	12.30	92,634	0.95	26.04
Harrison	488,949	5.17	11.91	525,683	5.38	7.51
Hinds	1,603,208	16.96	8.08	1,704,025	17.43	6.29
Holmes	38,083	0.40	5.05	39,608	0.40	4.00
Humphreys	27,823	0.29	16.26	29,718	0.30	6.81
Issaquena	2,515	0.03	18.08	2,108	0.02	16.18
Itawamba	45,849	0.48	7.66	46,158	0.47	0.67
Jackson	633,942	6.70	12.22	786,449	8.04	24.10
Jasper	35,561	0.38	7.79	35,338	0.36	−0.63
Jefferson	13,506	0.14	25.43	12,774	0.13	−5.43
Jeff Davis	18,164	0.19	1.54	20,936	0.21	15.26
Jones	286,716	3.03	15.98	291,868	2.99	1.80
Kemper	12,103	0.13	5.71	11,373	0.12	−6.03
Lafayette	97,100	1.03	6.51	101,138	1.03	4.16
Lamar	42,479	0.45	23.51	49,517	0.51	16.57
Lauderdale	312,749	3.31	7.70	325,254	3.33	4.00
Lawrence	37,442	0.40	11.75	38,423	0.39	2.62
Leake	35,077	0.37	13.49	36,604	0.37	4.35
Lee	337,895	3.57	7.30	362,366	3.70	7.24
Leflore	140,837	1.49	8.02	146,977	1.50	4.36
Lincoln	86,647	0.92	4.50	94,386	0.97	8.93
Lowndes	234,627	2.48	7.68	262,752	2.69	11.99
Madison	89,936	0.95	12.57	93,452	0.96	3.91
Marion	72,755	0.77	7.87	74,279	0.76	2.10
Marshall	50,092	0.53	8.13	47,846	0.49	−4.48
Monroe	120,194	1.27	12.32	126,668	1.30	5.13
Montgomery	23,233	0.24	4.29	22,254	0.23	−4.21
Neshoba	67,688	0.72	10.59	69,726	0.71	3.01
Newton	48,392	0.51	11.25	48,568	0.50	0.36
Noxubee	20,910	0.22	6.94	20,493	0.21	−2.00
Oktibbeha	124,289	1.31	11.39	128,623	1.32	3.49
Panola	66,187	0.70	5.65	66,509	0.68	0.49
Pearl River	64,126	0.68	14.58	69,607	0.71	8.55
Perry	17,898	0.19	−0.33	24,424	0.25	36.46
Pike	105,141	1.11	8.02	109,605	1.12	4.25
Pontotoc	51,733	0.55	10.08	49,906	0.51	3.53
Prentiss	56,182	0.59	7.46	58,618	0.60	4.33
Quitman	21,419	0.23	2.56	21,041	0.21	−1.76
Rankin	243,388	2.57	14.04	259,573	2.66	6.65
Scott	74,631	0.79	11.81	77,442	0.79	3.77
Sharkey	21,831	0.23	15.09	21,566	0.22	−1.21
Simpson	54,234	0.57	3.56	55,947	0.57	3.16
Smith	35,265	0.37	6.80	37,248	0.38	5.62
Stone	30,475	0.32	5.42	27,153	0.28	−10.90
Sunflower	91,615	0.97	7.88	99,231	1.01	8.31
Tallahatchie	21,904	0.23	−2.19	21,197	0.22	−3.23
Tate	47,246	0.50	6.80	50,886	0.52	7.70
Tippah	56,512	0.60	14.00	57,322	0.59	1.43
Tishomingo	74,615	0.79	18.22	73,705	0.75	−1.22
Tunica	18,168	0.19	6.28	18,056	0.18	−0.62
Union	73,084	0.77	12.22	70,933	0.73	−2.94
Walthall	22,367	0.24	10.90	20,942	0.21	−6.37
Warren	193,827	2.05	6.82	201,964	2.07	4.20
Washington	276,813	2.93	6.24	273,339	2.80	−1.26
Wayne	45,874	0.49	8.98	43,992	0.45	−4.10
Webster	24,485	0.26	10.49	24,159	0.25	−1.33
Wilkinson	23,010	0.24	11.47	23,114	0.24	0.45
Winston	53,424	0.57	10.22	50,192	0.51	−6.05
Yalobusha	42,808	0.45	15.86	40,626	0.42	−5.10
Yazoo	75,775	0.80	8.17	77,920	0.80	2.83
Other	515,565	5.45	20.36	129,912	1.33	−74.80
State Total	9,454,789		9.88	9,775,156		3.4

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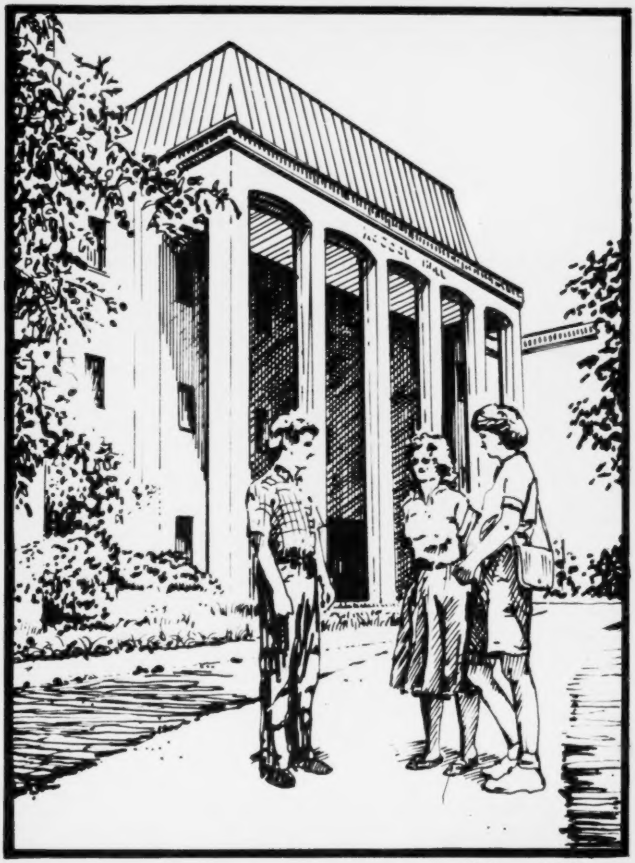

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An Analysis of Recent Savings and Loan Association Mergers

by
Theodor Kohers
and
W. Gary Simpson

I. INTRODUCTION

One of the most significant problems related to the financial system is the current plight of the thrift industry. The recent problems of savings and loan associations have produced a significant consolidation of the associations within the thrift industry through mergers. Brigham and Pettit, in a 1969 study, found that the acquired firms in savings and loan association mergers listed the following reasons for merging: low profitability and/or a deteriorating net worth position, low quality management or retiring management, and inability to compete due to inadequate size (6). Recent mergers of savings and loan associations appear to be primarily tied to high interest rates and the classic thrift institution problem of borrowing short and lending long. As profits fell and net worth positions deteriorated, many institutions probably merged to prevent failure, not gain operational advantages or better management.

If financial distress has caused many recent mergers, then the acquired associations may exhibit a profile of financial characteristics that would reflect financial distress and the pending merger. Given previous research on the prediction of bankruptcy with financial statement data, the financial statements of savings and loan associations may provide information which will signal an upcoming merger one or two years before the merger (1, 2, 8, 10).

The purpose of this investigation was to develop a profile of the financial characteristics of savings and loan associations that later merged. More specifically, this research analyzed the financial statement data of merging institutions one or two years before the year of the merger to locate characteristics that could predict potential merger candidates. The ability to identify potential merger candidates would be of considerable value to associations interested in expansion through acquisition. Regulatory authorities should also find such financial profiles useful in the supervision of savings and loan associations.

The next section of this paper reviews a previous study which considered the financial performance of a group of merging savings and loan associations. The third section of the paper describes the data, sample, and statistical methodology and the fourth section presents the results of the empirical analysis. The last part of the paper considers the implications of the results.

II. PREVIOUS EVIDENCE

Bradford (5) employed multiple discriminant analysis to locate a set of financial characteristics that would differentiate between a group of acquired associations, a group of acquiring association, and a group of nonmerging associations. Bradford (5) employed a matched sample based on 510 of the 540 mergers of SLIC insured savings and loan associations that occurred from January 1, 1969 to December 31, 1974. The discriminant functions developed in the analysis correctly classified 63.45% of the holdout sample into the appropriate groups. The variable in the functions were: (1) log total assets, (2) log mean deposit size, (3) single family mortgages to total mortgages, (4) FHA and VA mortgages to total mortgages, (5) net worth to total assets, (6) interest income on mortgages to total mortgages, (7) operating income to total assets, (8) advertising expenses to operating expenses, and (9) deposit interest to total deposits. The best discriminator in the functions was income on mortgages to total mortgages followed by log of total assets and operating income to total assets. Bradford (5) concluded that there are discernable differences between the financial characteristics of acquired associations and both acquiring and nonmerging associations.

The previous research of Bradford did not specifically develop a set of financial characteristics that would differentiate between firms that were acquired in mergers and nonmerging associations.[1] Furthermore, the previous research pooled the data over the six year period which could obscure differences between years. Therefore, the present investigation which employees current data should provide a valuable addition to the rather limited body of evidence on the nature of savings and loan association mergers.

III. SAMPLE AND DATA

The data for the sample institutions were taken from the data base of financial reports filed with the Federal Home Loan Bank Board. A set of financial ratios was computed from the financial statements for almost all associations that were acquired over the years 1977-1981 and a matched set of associations that did not merge. Refer to Table 1 for a complete list of the variables which are closely related to those used by Bradford (3). The control group of nonmerging associations was carefully matched by size, location, and charter. The associations that merged were, in fact, closer to a population than a sample because only a few merging institutions were not included. The nonmerging associations were matched in equal numbers to the acquired firms so that the following pairs were created: 1977 = 42 pairs, 1978 = 40 pairs, 1979 = 40 pairs, 1980 = 107 pairs, 1981 = 267 pairs, and 1982 = 243 pairs. The tremendous increase in mergers beginning in 1980 suggests that financial distress was a primary motivation for the mergers.

IV. STATISTICAL ANALYSIS

Stepwise multiple discriminant analysis (MDA) was used to compare the financial characteristics of a group of acquired associations and a group of nonmerging associations.[2] Discriminant functions were estimated using financial ratios for one and two years before the year of the merger. For example, 1980 financial data was used to compute a set of ratios for the association that merged in 1981 and 1982. In other words, did the firms that merged in 1981 and 1982 have any financial characteristics in 1980 that would differentiate them from nonmerging association? The functions were based on data from 1976, 1978, and 1980 which means that the mergers occurring in 1977, 1979, and 1981 evaluated the financial characteristics of the merging associations approximately one year before the merger and the mergers occurring in 1978, 1980, and 1982 would locate financial differences two years before the merger.

Once the variables were computed, each was tested for univariate normality with a x^2 test. Many of the variables were not normally distributed so the assumption of multivariate normality necessary for MDA was not met (11, 12). Therefore, each of the variable was transformed with natural logarithms.[3] Then, the dispersion matrices were tested for equality and the results indicated they were not equal. Therfore, quadratci discriminant functions were estimated.[4] The group of associations was split into a computation sample to compute the functions and a holdout sample to test the computed functions. The computed functions were used to compute classification matrices which were tested to determine if these observed results were significantly different from a chance classification. The "total efficiency" measure of classification ability was employed in conjunction with the "proportional chance model" as suggested by Joy and Tollefson (9,1). The test statistic was

$$z = \frac{Y - \pi}{\sqrt{\frac{\pi(1-\pi)}{n}}}$$

where

Y = the proportion of association correctly classified by the discriminant function,

π = the probability of classification by chance, and

n = the total number of associations classified.

V. RESULTS

Significance of the Discriminant Functions

The chi-square values for the Wilks' Lambdas indicated the discriminant functions were significant at the .01 level or better which suggests that the computed functions had discriminating power for the computation sample (Refer to Table 2). The canonical correlations for the functions were not high, especially two years from merger. The higher the correlation of the explanatory variable with the groups, the better the discrimination ability of the computed functions. Unfortunately, the canonical correlations did not suggest superior discriminating power.

The classification matrices indicated that only two functions classified the holdout sample more accurately than a chance classification (Refer to Tables 3 and 4).

The computed z statistics for the 1981 and 1982 classifications were 5.84 and 6.11 respectively, which means the probability of obtaining these classification results simply by chance was less than .01. All of the other functions had no discriminating ability beyond a chance classification according to the computed z statistics. Therefore, only the discriminant coefficients for the 1981 and 1982 functions are presented and analyzed. These two years do provide a description of the financial characteristics of the merging associations one and two years before merger.

The poor classification results for 1977-1980 were probably caused by the extremely small samples which resulted from the limited numbers of mergers in those years. Pinches points out that increasing the sample size increases the probability of correct classification, especially when quadratic classification procedures are used (11). It could be argued that more nonmerging associations should have been used but the effect of unequal group sizes is not well understood (11).

Financial Characteristics One Year Before Merger

Of the 134 nonmerging associations used in the holdout sample, the 1981 function correctly classified 101, or 75.4% (Refer to Table 3). The discriminant function correctly classified 79 of the 131 merging institutions, which is 60.3%. These results suggest that the function was more accurate in the classification of nonmerging associations than merging institutions. This could be an indication that the nonmerging firms were more homogeneous than the merging associations. The overall accuracy of 67.9% is well above the 50.0% accuracy that would be expected by random chance.

The financial ratio with the largest discriminant coefficient was Total Cost of Funds/Total Liabilities and the means indicated that merging firms had higher relative cost of funds than the nonmerging associations (Refer to Table 5). The discriminant coefficient for Operating Income/Total Assets was the second largest, and the group means indicated that merging associations had lower operating income than the nonmerging associations. The ratio of Deposit Interest/Operating Income had the third largest coefficient, and the means revealed the merging associations paid more for their deposits than their nonmerging counterparts. This helps explain the higher overall cost of funds for the merging association and is consistent with the idea that the merging firms were experiencing greater difficulties with the record high interest rates of the period than the nonmerging firms. The merging associations had more multi-unit mortgages than the nonmerging associations which was possibly an attempt to generate greater revenues to compensate for the higher cost of funds. The merging group had a higher level of loan serving activities than nonmerging firms which was probably another attempt to generate revenues over and above the fixed low yields in the mortgage portfolio to cover the costs of the more expensive deposits. Finally, the net worth positions of the merging firms were lower as a result of the higher costs of funds.

The financial characteristics of those firms merging in 1981 gave a good indication that the merging associations were more drastically affected by the high interest rates of the period than other associations. While these merging associations attempted to generate additional revenues, they were not able to prevent a deterioration in their capital positions.

Financial Characteristics Two Years Before the Merger

The classification ability of the 1982 function was quite similar to the 1981 function. (Refer to Table 4). The overall accuracy was 69.7%, which was well above the 50% expected by random chance. Similar to the 1981 function, the 1982 function was more accurate in the assignment of nonmerging firms.

As would be expected from the previous results, the financial ratio with the highest coefficient was Net Income/Total Assets and the group means revealed the merging associations had lower returns than the nonmerging firms. The lower return on assets appeared to result in weakened capital positions because the second largest coefficient in the function was Net Worth/Total Assets and the merging firms had a lower mean. Once again the financial characteristics of the merging associations indicate an attempt to compensate for the higher interest costs on deposits, but the associations appear to have tried to reduce costs in this case. The ratio that represents salaries and wage expenses reveals that the merging associations had lower personnel compensation and directors; fees than the nonmerging associations. The ratio of Cash and Investment Securities/Total Assets remained in the 1982 function, and the group means suggested that merging associations held lower proportions of cash and investment securities than the nonmerging institutions. One possible explanation for this is that the merging firms were attempting to reduce lower yielding liquid assets and increase revenues with higher yielding assets. However, the lower proportion of liquid assets could mean the merging associations had more funds invested in low yield fixed rate mortgages than their nonmerging counterparts. The average conventional mortgage size was a descriminating variable, and the groups means reveal the merging associations made larger loans than the nonmerging associations.

VI. CONCLUSIONS

The financial profiles of the savings and loan associations acquired in recent mergers do not contain major surprises. The merging associations exhibited lower profitability as a result of higher deposit costs, which resulted in lower capital position relative to the nonmerging associations. The merging associations attempted to offset the increased cost of funds by increasing revenues and also reducing certain operating costs, but they could not fully compensate, so that a weakened financial condition led to merger. While it is not surprising that the economic environment of the early 1980's produced the increased number of mergers, this investigation does provide some empirical support for the idea that financial distress in the thrift industry produced the record number of mergers.

The results indicated that merging associations probably do have or develop unique characteristics one to two years before the merger. While the functions were possibly sample specific, a general framework was revealed which should locate potential merger candidates. As it turned out, potential merger candidates are not the superior associations, but, instead, they have higher costs of funds, lower profits, and lower capital positions than other associations.

Table 1
FINANCIAL RATIOS INCLUDED IN THE DISCRIMINANT ANALYSIS

Asset Portfolio

1. Single Family Mortgage Loans/Total Mortgage Loans
2. FHA-VA-HUD Mortgage Loans/Total Morgage Loans
3. Two to Four Family Unit Mortgage Loans/Total Mortgage Loans
4. Over Four Family Unit Mortgage Loans/Total Mortgage Loans
5. Conventional Mortgage Loans/Total Mortgage Loans
6. Nonconforming Loans and Contracts/Total Mortgage Loans
7. Total Mortgage Loans/Total Assets
8. Other Loans/Total Assets
9. Real Estate Owned and In Judgement/Total Assets
10. Net Fixed Assets/Total Assets
11. Cash and Demand Deposits, and Investment-Securities/Total Assest
13. Other Assets/Total Assets
14. Average Conventional Mortgage Size

Liability Structure

15. Total Deposits/Total Assets
16. FHLBB Advances/Total Assets
17. Borrowings Other than FHLBB Advances/Total Assets
18. Average Deposit Accounts
19. NOW Accounts/Total Deposits
20. Passbook Accounts/Total Deposits
21. Certificates of Deposit ($100.000 or m/Total Deposits)
22. Other Accounts in Excess of the Regular Rate/Total Deposits

Capital Position

23. New Worth/Total Assets

Income and Profitability

24. Interest on Mortage Loans/Total Mortgage Loans
25. Interest on Mortgage Loans/Total Income
26. Operating Income/Total Assets
27. Income Before Taxes/Total Assets
28. Net Income/Total Income
29. Net Income/Net Worth
30. Net Income/Total Assets
31. Interest on Other Loans/Total Income
32. Income on Investments and Deposits/Total Income
33. Fees and Charges/Total Income
34. Net Income from Subsidiaries/Total Income
35. Non-Operating Income/Total Income
36. Loans Serviced for Others/Total Assets

(Table 1 Cont'd)

Cost Structure

37. Personnel Compensation and Directors Fees/Operating Expenses
38. Personnel Compensation and Directors Fees/Total Deposits
39. Advertising Expenses/Operating Expenses
40. Advertising Expenses/Total Deposits
41. Occupancy Expenses/Operating Expenses
42. Occupancy Expenses/Total Assets
43. Deposit Interest/Operating Income
44. Deposit Interest/Total Deposits
45. Operating Expenses/Operating Income
46. Total Cost of Funds/Total Liabilities
47. Gross Spread =(Interest on Loans and Investment/Total Assets)-(Total Cost of Funds/Total Liabilities)
48. Mortgage-Deposit Spread =(Interest on Mortage/Total Mortgages)-(Deposit Interest/Total Deposts)

Table 2
SIGNIFICANCE TEST RESULTS FOR The DISCRIMINANT FUNCTIONS

Year	Wilks' Lambda	Chi-Square for Wilks' Lambda	Degrees of Freedom	Level of Significance	Canonical Correlation
1977	.556	25.637	5,42	.0001	.667
1978	.831	6.569	1,36	.0104	.411
1979	.640	14.950	3,33	.0019	.600
1980	.823	18.067	2,93	.0004	.421
1981	.807	56.519	6,262	.0000	.439
1982	.780	59.730	5,239	.0000	.469

Table 3
DISCRIMINANT FUNCTION CLASSIFICATION RESULTS ONE YEAR BEFORE THE MERGER

1977 Classification Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	10	11	21	46.6
Non-Merged	4	11	15	73.3
Total	14	22	36	58.33

Classification Ability Measure z Statistic = .083

1979 Classifcation Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	8	12	20	40.0
Non-Merged	13	10	23	43.5
Total	21	22	43	41.86

Classification Ability Measure z Statistic = -1.10

1981 Classification Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	79	52	131	60.3
Non-Merged	33	101	134	75.4
Total	112	153	265	67.92

Classification Ability Measure z Statistic = 5.84

Table 4
DISCRIMINANT FUNCTION CLASSIFICATION RESULTS TWO YEARS BEFORE THE MERGER

1978 Classification Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	9	13	22	40.9
Non-Merged	11	9	20	45.5
Total	20	22	42	42.86

Classification Ability Measure z Statistic = -.94

1980 Classifcation Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	26	33	59	44.1
Non-Merged	23	36	59	61.0
Total	49	69	118	52.54

Classification Ability Measure z Statistic = .005

1982 Classification Matrix

Actual Group Membership	Classified Group Membership			
	Merged	Non-Merged	Total	% Correctly Classified
Merged	76	48	124	61.3
Non-Merged	25	92	117	78.6
Total	111	140	241	69.71

Classification Ability Measure z Statistic = 6.11

Table 5
DISCRIMINANT COEFFICIENTS AND MEANS FOR THE FINANCIAL RATIOS IN THE 1981 AND 1982 FUNCTIONS

Standardized FINANCIAL RATIOS	Discriminant Coefficients	Mean of Mean of Merging Group	Non-merging Group
Firms That Merged in 1981			
Over Four Family Unit Mortgage Loans/Total Mortgage Loans	.4207	.042	.038
Net Worth/Total Assets	-.4083	.045	.070
Operating Income/Total Assets	-.9547	.090	.091
Deposit Interest/Operating Income	-.5938	.772	.744
Total Cost of Funds/Total Liabilities	1.3471	.082	.078
Loans Serviced for Others/Total Assets	.3251	.107	.072
Firms That Merged in 1982			
Cash and Investment Securities/ Total Assets	.4047	.081	.103
Net Worth/Total Assets	.4712	.045	.066
Net Income/Total Assets	-.5226	-.001	.002
Personnel Compensation and Directors Fees/Operating Expenses	.3854	.492	.520
Average Conventional Mortgage Size	.3186	28,721	28,557

End Notes

[1] Bradford [3, 4, 5] and Brigham and Pettit [6] were primarily concerned with the comparison of acquiring and acquired association performance. These earlier studies evaluated the desirability of savings and loan mergers by comparing the performance of the acquired associations to the acquiring associations. The present analysis is concerned with predicting merging associations.

[2] The stepwise procedure entered the variables based on the approximate F-value for Wilks' Lambda if the significance level was .05 or above. Previously entered variables not meeting the .05 significance criterion were deleted in each step.

[3] Eisenbeis [7] suggests that data should be transformed if the assumption of multivariate normality is not met but warns that data transformations can alter relationships between the variables and change within group positions.

[4] Eisenbeis [3], Joy and Tollefson [9], and Pinches [11, 12] point out that when dispersion matrices are not equal across groups, quadratic functions should be used instead of linear functions.

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NEW AND EXPANDED INDUSTRY

Town Firm Product	No. of Employees
NEW	
Brookhaven	
Gordon Reed Lumber & Pallet Co.	
Pallets	10
Ecru	
Cherry Creek Mobile Mfg.	
Mobile Homes	50
Inverness	
Fishland, Inc.	
Catfish processing	225
Jackson	
United Plastic Molders, Plant No. 2	
Injection and Extrusion Molding	12
EXPANDED	
Jackson	
American Cyanamid	
Household Metal and Steel Cleansers	25
Lexington	
Fleetwood Homes of Mississippi	
Mobile Homes	40
Louisville	
Southern Apparel	
Men's & Boy's Knit Shirts	40

Sales Indicated By Sales Tax Collections During March, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,692	31,456
Alcorn	831	15,592
Amite	184	3,932
Attala	391	7,162
Benton	573	1,166
Bolivar	8,583	16,526
Calhoun	263	5,117
Carroll	861	1,724
Chickasaw	335	6,463
Choctaw	106	2,177
Claiborne	290	10,853
Clarke	231	4,773
Clay	361	6,882
Coahoma	927	17,406
Copiah	441	9,090
Covington	517	9,494
DeSoto	974	18,754
Forrest	2,609	49,739
Franklin	106	2,297
George	235	4,221
Greene	95	1,888
Grenada	625	10,954
Hancock	506	9,510
Harrison	4,733	91,504
Hinds	11,366	215,542
Holmes	317	6,022
Humphreys	230	4,434
Issaquena	7	148
Itawamba	245	4,945
Jackson	2,773	54,271
Jasper	317	6,020
Jefferson	93	1,669
Jeff Davis	214	3,920
Jones	2,375	44,519
Kemper	110	2,091
Lafayette	685	12,225
Lamar	436	7,939
Lauderdale	2,831	54,524
Lawrence	173	2,324
Leake	339	6,525
Lee	2,520	48,591
Leflore	1,254	24,323
Lincoln	852	16,697
Lowndes	1,801	34,803
Madison	1,013	22,326
Marion	732	13,404
Marshall	395	7,268
Monroe	787	15,928
Montgomery	258	5,225
Neshoba	483	9,034
Newton	152	2,806
Noxubee	168	3,116
Oktibbeha	788	15,264
Panola	577	10,976
Pearl River	683	12,955
Perry	194	6,627
Pike	1,186	22,597
Pontotoc	232	4,275
Prentiss	440	9,007
Quitman	164	2,921
Rankin	2,112	41,411
Scott	518	10,021
Sharkey	154	3,204
Simpson	472	9,185
Smith	154	3,095
Stone	207	3,871
Sunflower	579	11,780
Tallahatchie	216	4,248
Tate	350	6,681
Tippah	356	6,636
Tishomingo	297	5,656
Tunica	132	2,540
Union	390	7,304
Walthall	202	3,970
Warren	1,540	31,099
Washington	1,996	36,678
Wayne	455	8,612
Webster	158	2,885
Wilkinson	190	3,568
Winston	352	6,724
Yalobusha	211	4,014
Yazoo	623	11,759
State Total	71,082	1,391,591

GENERAL FUND

Comparing July 1, 1983-March 31, 1984

	March 1984	March 1983
Sales Tax	$44,365,399(1)	$35,983,851
Use & Wholesale Compensating Tax	6,002,665 (2)	5,405,575
Individual Income Tax	6,257,226	-0-
Corporate Tax	68,621,762	45,791,305
Tobacco Tax	2,408,508	2,204,737
ABC Division	2,151,223	2,376,514
Beer & Wine Tax	1,610,131	1,884,717
Oil Severance Tax	2,507,936	2,575,238
Estate Tax	556,724	437,743
Statewide Privilege Tax	563	32,750
Installment Loan Tax	194,131	226,882
Gas Severance Tax	2,057,482	1,490,540
Insurance Premium Tax	5,833,895	6,700,000
Auto Tag Fees	344,959	315,713
Auto Privilege Tax	267,311	390,509
Title Fees	105,247	90,292
Petroleum Tax	413,170	369,511
Admission Tax	20,610	17,459
Timber Severance Tax	——	33,951
Slot Vending Tax	17,761	32,092
Pulpwood Scaling Fees	8,529	8,172
Fire Marshal Fees	11,957	2,471
Freeport Warehouse Tax	20	——
Aircraft Registration Fees	3,223	2,338
Int. on Direct Deposits	55,800	——
Tax Commission Transfer to Gen. Fund	$143,816,241	$106,372,362
Tax Comm. Special Fund Transfers	64,420,833	55,328,241
Tax Commission Total Transfers	$208,237,074	$161,700,603

(1) 2% Discount allowed and not included-$597,213

(2) 2% Discount allowed and not included-$ 42,400

Tax Commission Cash Balance March 31, 1984-$27,415,742

Tax Commission Cash Balance March 31, 1983-$17,260,687

COLLECTIONS
With July 1, 1982-March 31, 1983

7/1/83 to 3/31/84	7/1/82 to 3/31/83	Increase or Decrease over Prior Year	
		Amount	Percent
$379,449,176 (1)	$357,163,609	$22,285,567	6.24
72,745,359 (2)	59,573,276	13,172,083	22.11
168,091,869	139,092,977	28,998,892	20.85
124,138,494	98,899,441	25,239,053	25.52
21,522,630	22,033,119	(510,489)	(2.32)
22,117,530	21,650,580	466,950	2.16
16,013,975	15,883,834	130,141	0.82
33,983,388	36,639,366	(2,655,978)	(7.25)
6,741,988	6,461,108	280,880	4.35
388,801	681,182	(292,381)	(42.92)
1,807,404	1,605,590	201,814	12.51
21,412,048	24,947,477	(3,535,429)	(14.17)
29,435,381*	38,304,154*	(8,868,773)	(23.15)
3,640,445	3,391,785	248,660	7.33
3,129,122	2,883,080	246,042	8.53
951,489	873,054	78,435	8.98
3,926,138	3,719,191	206,947	5.56
287,444	225,088	62,356	27.70
43,569	363,433	(319,864)	(88.01)
628,896	614,524	14,372	2.34
84,788	58,285	26,503	45.47
124,283	132,307	(8,024)	(6.06)
150	120	30	25.00
5,978	4,622	1,356	29.34
532,179	-0-	532,179	——
$911,202,524	$835,201,202	$76,001,322	9.10
426,482,538	367,674,774	58,807,764	15.99
$1,337,685,062	$1,202,875,976	$134,809,086	11.21

(1) 2% Discount allowed and not included-$5,102,947

(2) 2% Discount allowed and not included-$706,969

*Collections reflect four quarters in FY 1983 and three quarters in FY 1984.

Food Stamp Participation By County, February, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $134.46)	Number of Persons[3] (Average Allotment $42.64)	Coupon Value[4] (Average Per Meal $.47)
Adams	2,880	8,312	374,206
Alcorn	2,134	5,112	226,994
Amite	862	3,034	112,516
Attala	1,655	4,973	193,990
Benton	744	2,553	98,032
Bolivar,	4,197	15,973	682,150
Calhoun	1,009	2,754	104,629
Carroll	824	2,512	95,693
Chickasaw	1,003	2,787	95,634
Choctaw	709	2,019	79,314
Claiborne	1,212	3,941	171,541
Clark	1,151	3,196	125,140
Clay	1,588	4,990	214,733
Coahoma	3,818	13,654	597,382
Copiah	1,971	6,313	264,343
Covington	1,230	3,992	157,405
DeSoto	1,981	6,881	290,375
Forrest	4,343	11,998	544,706
Franklin	865	2,411	101,427
George	1,225	3,778	175,344
Greene	968	2,970	130,083
Grenada	1,231	3,843	153,066
Hancock	1,840	5,247	245,804
Harrison	6,261	19,387	889,833
Hinds	13,718	41,137	1,905,389
Holmes	3,380	11,280	503,751
Humphreys	1,213	4,661	194,035
Issaquena	246	938	37,071
Itawamba	860	2,155	82,796
Jackson	5,087	16,343	823,069
Jasper	1,236	4,022	153,752
Jefferson	969	3,168	120,456
Jeff Davis	1,307	4,104	168,070
Jones	2,967	8,585	340,991
Kemper	738	2,439	88,748
Lafayette	1,142	3,324	129,416
Lamar	1,594	4,522	197,984
Lauderdale	3,890	11,825	511,305
Lawrence	886	2,578	103,940
Leake	1,836	5,360	217,412
Lee	2,155	5,661	233,981
Leflore	3,102	11,123	465,939
Lincoln	2,211	6,656	285,007
Lowndes	2,692	8,856	368,306
Madison	3,386	11,920	521,998
Marion	1,659	5,282	226,834
Marshall	3,001	10,355	421,176
Monroe	1,978	6,063	245,680
Montgomery	1,365	3,845	148,200
Neshoba	1,547	4,432	172,700
Newton	1,213	3,447	128,975
Noxubee	1,582	5,391	219,120
Oktibbeha	2,016	6,191	272,538
Panola	2,468	9,093	369,945
Pearl River	2,118	6,233	280,430
Perry	1,124	3,153	135,736
Pike	2,355	7,061	313,105
Pontotoc	1,114	2,770	100,922
Prentiss	1,269	3,389	128,233
Quitman	1,353	5,110	217,277
Rankin	2,080	6,428	266,663
Scott	1,558	4,844	189,632
Sharkey	935	3,777	151,053
Simpson	1,316	3,713	150,829
Smith	818	2,428	88,185
Stone	721	2,355	104,270
Sunflower	2,588	10,564	435,396
Tallachatchie	1,878	7,283	293,840
Tippah	1,338	3,736	142,477
Tishomingo	1,138	2,821	115,155
Tunica	1,353	5,099	215,624
Union	1,131	3,098	116,226
Walthall	1,175	3,962	164,296
Warren	3,003	8,903	408,243
Washington	6,033	21,210	948,726
Wayne	1,847	5,683	739,921
Webster	708	1,868	73,973
Wilkinson	1,139	3,553	139,995
Winston	1,807	5,449	216,831
Yalobusha	1,025	2,889	115,501
Yazoo	2,703	8,930	382,396
State Total	164,426	518,456	22,108,039

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of persons.

[4] Average per meal is determined by dividing the average allotment per person ($42.64) by total number of average meals a month (90)

Southeast Economic Indicators, January, 1984

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Jan. 1984	Dec 1983	Annual % Change	Jan. 1984	Dec. 1983	Jan. 1983	Jan. 1984	Dec. 1983	Annual % Change
ALABAMA	1,324.4	1,338.8	+ 31	12.9	11.9	16.0	99.9	109.2	+ 6
Birmingham	336.5	339.8	+ 2	12.3	10.8	16.3	45.7	52.5	+ 5
Huntsville	135.1	136.2	+ 7	10.8	8.6	12.8	20.5	20.8	+ 7
Mobile	144.5	145.6	-1	15.4	12.7	16.7	21.7	21.2	+ 6
Montgomery	107.6	109.1	+ 4	10.8	9.3	13.1	12.0	14.7	+ 7
FLORIDA	4,050.9	4,056.4	+ 7	7.0	7.5	9.3	2,189.8	2,258.7	+ 5
Daytona Beach	88.5	88.9	+ 7	6.5	6.7	9.7	15.9	15.7	− 14
Ft. Lauderdale	380.4	380.0	+ 3	6.0	6.1	9.0	284.9	300.0	− 7
Jacksonville	318.7	319.2	+ 4	7.6	7.6	9.7	88.4	91.3	+ 8
Melbourne	121.7	121.9	+ 9	6.8	6.7	9.6	26.2	24.2	+ 12
Miami	748.1	748.3	+ 3	8.5	9.0	11.3	857.4	882.2	+ 7
Orlando	351.1	350.4	+ 7	6.3	6.1	8.8	303.2	319.4	− 7
Sarasota	82.9	82.7	+ 5	5.7	5.1	9.3	54.7	59.4	− 26
Tallahassee	78.0	78.8	+ 3	4.8	4.3	6.5	25.9	25.6	+ 11
Tampa-St. Pete	625.9	626.1	+ 4	6.6	6.4	9.8	349.7	348.8	− 5
West Palm Beach	246.1	245.6	+ 4	6.3	6.8	9.2	183.5	192.1	+ 1
GEORGIA	2,308.8	2,341.3	+ 5	6.5	6.4	8.4	1,469.0	1,647.3	− 1
Atlanta	1,078.7	1,093.9	+ 6	5.3	5.2	7.2	1,413.1	1,599.1	− 2
Augusta	126.3	127.9	+ 2	7.8	7.6	10.3	12.8	12.5	+ 28
Columbus	82.4	83.0	+ 5	8.7	7.4	10.1	8.5	6.3	+ 46
Macon	103.0	102.7	+ 3	7.2	6.8	8.0	4.1	4.0	10
Savannah	91.0	92.0	+ 4	7.1	7.1	9.4	24.5	25.4	+ 26
LOUISIANA	1,560.3	1,580.7	+ 1	9.6	10.7	12.3	244.3	258.8	− 7
Baton Rouge	208.2	211.2	+ 3	8.2	8.4	10.2	23.5	25.3	+ 11
New Orleans	504.5	508.7	+ 0	8.9	9.1	10.7	220.8	233.5	− 9
MISSISSIPPI	793.0	805.1	+ 3	10.3	10.2	12.1	30.0	31.4	+ 3
Biloxi-Gulfport	62.1	62.2	+ 1	10.5	10.7	12.4	4.6	4.1	− 27
Jackson	146.1	148.2	+ 2	6.8	6.3	8.8	25.4	27.3	+ 12
TENNESSEE	1,746.8	1,766.6	+ 5	10.5	9.7	12.6	135.5	142.1	+ 8
Chattanooga	165.9	166.9	+ 2	9.7	8.9	11.0	16.2	17.2	+ 16
Knoxville	201.9	205.0	+ 1	10.0	9.4	11.5	30.7	33.2	+ 12
Nashville	373.0	386.6	+ 3	7.3	7.4	10.0	89.7	91.7	+ 5

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Jan. 1984	Dec. 1983	Annual % Change	Jan. 1984	Dec. 1983	Annual % Change	Jan. 1984	Dec. 1983	Annual % Change
ALABAMA	542.9	526.0	+ 38	7,954	7,975	+ 52	8,092	8,034	+ 91
Birmingham	232.2	237.9	+ 50	2,077	2,037	+ 62	1,818	1,808	+ 198
Huntsville	74.9	72.1	+ 87	1,455	1,487	+ 45	2,910	2,913	+ 225
Mobile	62.7	63.4	+ 40	859	894	+ 33	927	989	− 12
Montgomery	50.1	39.9	+ 63	-	-	-	-	-	-
FLORIDA	4,133.2	4,032.3	+ 25	98,773	98,378	+ 67	92,085	88,805	+ 81
Daytona Beach	83.7	81.3	+ 23	4,036	3,964	+ 85	1,215	1,181	+ 20
Ft. Lauderdale	392.3	373.9	+ 18	4,310	4,161	+ 104	9,443	9,454	+ 71
Jacksonville	305.9	317.1	+ 30	5,580	5,560	+ 62	7,152	6,095	+ 174
Melbourne	135.2	130.7	+ 63	4,373	4,258	+ 88	2,853	2,758	+ 124
Miami	639.8	601.2	+ 32	5,519	5,306	+ 142	8,170	8,013	+ 49
Orlando	538.2	537.9	+ 23	12,581	12,152	+ 79	10,138	8,818	+ 197
Sarasota	86.0	84.1	+ 12	2,548	2,574	+ 50	1,906	1,832	+ 19
Tallahassee	43.9	34.6	+ 31	2,054	2,026	+ 60	982	1,018	− 6
Tampa-St. Pete	651.6	638.9	+ 31	16,140	16,222	+ 62	13,547	13,140	+ 83
West Palm Beach	344.6	336.6	+ 7	9,924	9,514	+ 103	9,850	9,610	+ 159
GEORGIA	1,384.0	1,341.1	+ 40	41,904	41,524	+ 51	24,981	25,435	+ 74
Atlanta	987.3	953.9	+ 44	29,092	28,665	+ 57	14,549	14,813	+ 106
Augusta	48.2	48.0	+ 23	2,339	2,338	+ 68	1,338	1,242	+ 90
Columbus	42.5	48.0	+ 5	588	585	+ 114	1,042915	+ 266	
Macon	38.6	36.4	+ 27	-	-	-	-	-	
Savannah	52.8	57.0	+ 17	-	-	-	-	-	
LOUISIANA	1,164.0	1,185.6	+ 13	16,648	16,794	+ 41	17,101	17,080	+ 91
Baton Rouge	217.4	242.3	+ 17	3,730	3,806	+ 68	3,402	3,414	+ 60
New Orleans	495.3	490.7	+ 41	6,328	6,347	+ 52	6,487	6,671	+ 119
MISSISSIPPI	195.0	191.6	+ 20	4,719	4,757	+ 27	5,104	4,834	+ 131
Biloxi-Gulfport	25.5	24.8	+ 5	-	-	-	-	-	-
Jackson	36.5	35.2	− 8	872	807	+ 145	803	813	+ 90
TENNESSEE	852.2	819.8	+ 30	13,680	13,693	+ 67	17,814	16,556	+ 148
Chattanooga	62.0	59.5	+ 1	1,092	1,073	+ 58	991	990	+ 126
Knoxville	122.0	116.3	+ 12	1,498	1,542	+ 36	600	684	− 57
Nashville	265.2	251.7	+ 57	4,032	4,027	+ 91	8,038	7,786	+ 237

Notes: Labor Force data from Bureau of Labor of Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, April 15, 1984.

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Financial Transactions, Regional and United States, from Banks and S & L's, March, 1984

$ millions	MAR 1984	FEB 1984	MAR 1983	ANN % CHG		MAR 1984	FEB 1984	MAR 1983	ANN % CHG
UNITED STATES									
Commercial Bank Deposits	1,333,868	1,326,657	1,240,595	+8	Savings & Loans**				
Demand	302,556	299,371	291,377	+4	Total Deposits	643,174	637,308	579,199	+11
NOW	88,815	87,544	72,737	+22	NOW	19,092	18,669	16,053	+19
Savings	356,733	352,739	304,431	+17	Savings	174,626	173,594	174,957	0
Time	622,999	619,272	603,360	+3	Time	453,085	448,738	391,195	+16
Credit Union Deposits	50,194	49,687	48,480	+4		**FEB**	**JAN**	**FEB**	
Share Drafts	5,249	5,120	4,584	+15	Mortgages Outstanding	487,561	483,845	472,529	+3
Savings & Time	44,962	44,492	43,471	+3	Mortgage Commitments	29,513	27,524	17,512	+69
SOUTHEAST									
Commercial Bank Deposits	153,046	151,756	138,502	+11	Savings & Loans				
Demand	36,148	35,799	34,446	+5	Total Deposits	N.A.	N.A.	N.A.	
NOW	11,645	11,416	9,685	+20	NOW	N.A.	N.A.	N.A.	
Savings	40,340	39,730	33,342	+21	Savings	N.A.	N.A.	N.A.	
Time	69,155	68,513	64,198	+8	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	5,816	5,749	5,058	+15		**FEB**	**JAN**	**FEB**	
Share Drafts	515	494	372	+38	Mortgages Outstanding	68,776	68,616	67,477	+2
Savings & Time	5,200	5,137	4,303	+21	Mortgage Commitments	4,631	4,344	3,088	+50
ALABAMA									
Commercial Bank Deposits	15,922	15,798	14,740	+8	Savings & Loans**				
Demand	3,770	3,741	3,516	+7	Total Deposits	5,304	5,280	4,592	+16
NOW	1,047	1,031	3,516	70	NOW	154	150	136	+13
Savings	3,264	3,222	2,816	+16	Savings	906	896	756	+20
Time	8,416	8,305	7,986	+5	Time	4,292	4,278	3,786	+13
Credit Union Deposits	928	922	855	+9		**FEB**	**JAN**	**FEB**	
Share Drafts	91	88	71	+28	Mortgages Outstanding	3,945	3,894	3,715	+6
Savings & Time	810	797	729	+11	Mortgage Commitments	235	253	78	+201
FLORIDA									
Commercial Bank Deposits	54,443	53,777	47,796	+14	Savings & Loans**				
Demand	13,063	12,941	12,487	+5	Total Deposits	55,140	54,615	51,160	+8
NOW	4,850	4,764	4,116	+18	NOW	2,210	2,165	1,881	+17
Savings	19,007	18,685	14,954	+27	Savings	15,102	14,974	15,416	2
Time	18,733	18,609	17,190	+9	Time	38,003	37,943	34,259	+11
Credit Union Deposits	2,525	2,498	2,285	+11		**FEB**	**JAN**	**FEB**	
Share Drafts	238	248	198	+20	Mortgages Outstanding	40,599	40,612	39,923	+2
Savings & Time	2,144	2,121	1,804	+19	Mortgage Commitments	3,098	2,917	2,307	+34
GEORGIA									
Commercial Bank Deposits	22,504	22,202	19,564	+15	Savings & Loans				
Demand	6,940	6,739	6,178	+12	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,523	1,493	1,275	+19	NOW	N.A.	N.A.	N.A.	
Savings	5,090	4,964	4,304	+18	Savings	N.A.	N.A.	N.A.	
Time	10,168	10,044	8,714	+17	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,219	1,201	962	+27		**FEB**	**JAN**	**FEB**	
Share Drafts	79	74	39	+103	Mortgages Outstanding	8,389	8,342	8,813	5
Savings & Time	1,161	1,150	861	+35	Mortgage Commitments	485	415	209	+132
LOUISIANA									
Commercial Bank Deposits	25,577	25,572	24,201	+6	Savings & Loans**				
Demand	5,706	5,777	5,835	2	Total Deposits	9,241	9,150	8,681	+6
NOW	1,537	1,499	1,295	+18	NOW	211	210	179	+18
Savings	5,49	5,451	4,495	+22	Savings	2,378	2,370	2,174	+9
Time	13,427	13,335	13,077	+3	Time	6,758	6,669	6,402	+6
Credit Union Deposits	206	203	163	+26		**FEB**	**JAN**	**FEB**	
Share Drafts	24	23	13	+85	Mortgages Outstanding	8,353	8,325	7,690	+9
Savings & Time	199	197	154	+29	Mortgage Commitments	523	514	309	+69
MISSISSIPPI									
Commercial Bank Deposits	12,012	11,923	11,147	+8	Savings & Loans**				
Demand	2,396	2,419	2,322	+3	Total Deposits	2,590	2,503	2,525	+3
NOW	843	841	757	+11	NOW	106	101	69	+54
Savings	2,499	2,480	2,027	+23	Savings	491	484	485	1
Time	6,610	6,506	6,302	+5	Time	1,938	1,964	1,999	3
Credit Union Deposits	*	*	*			**FEB**	**JAN**	**FEB**	
Share Drafts	*	*	*		Mortgages Outstanding	2,078	2,037	2,049	+1
Savings & Time	*	*	*		Mortgage Commitments	63	62	32	+97
TENNESSEE									
Commercial Bank Deposits	22,588	22,485	21,949	+7	Savings & Loans**				
Demand	4,273	4,182	4,108	+4	Total Deposits	6,878	6,817	6,858	+0
NOW	4,273	4,182	4,108	+4	NOW	183	176	173	+6
Savings	1,852	1,788	1,367	+35	Savings	1,351	1,337	1,511	- 11
Time	4,983	4,928	4,746	+5	Time	5,392	5,350	5,200	+4
Credit Union Deposits	11,801	11,714	10,929	+8		**FEB**	**JAN**	**FEB**	
Share Drafts	63	61	51	+24	Mortgages Outstanding	5,412	5,406	5,287	+2
Savings & Time	886	872	755	+17	Mortgage Commitments	227	183	153	+48

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting

** = S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight, May 1, 1984.

BEST AVAILABLE COPY

STATE ECONOMIC INDICATORS

Indicator	March 1984[1]	February 1984[2]	March 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	921,500	910,400	915,900	1.2	0.6
Non-Ag Employment	799,400	795,400	775,700	4.0	23.7
Mining	9,100	9,100	8,900	—0—	0.2
Contract Construction	31,900	32,000	34,400	—0.1	—2.5
Manufacturing	209,700	209,500	195,100	0.2	14.6
Transportation and Public Utilities	38,300	37,800	38,000	0.5	0.3
Wholesale and Retail Trade	165,700	163,700	159,400	2.0	6.3
Finance, Insurance and Real Estate	34,200	34,000	33,100	0.2	1.1
Service	126,900	125,700	123,500	1.2	3.4
Government	183,500	183,600	183,200	—0.1	0.3
Unemployment Rate (Per Cent Labor Force)	9.8	10.1	13.6	——	——
Average Weekly Earnings in Manufacturing (Dollars)	280.78	280.24	258.33	—0.2	8.7
Average Hourly Earnings in Manufacturing (Dollars)	6.95	6.91	6.59	0.6	5.5
Average Weekly Hours in Manufacturing	40.4	40.7	39.2	—0.7	3.1
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,656	2,713	2,669	—2.1	—0.5
Gasoline Delivered to Dealers (gals.)[6]	108,569	98,661	88,347	10.0	22.9
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[7]	1,777,898	1,827,075	1,584,031	—2.7	12.2
RETAIL SALES (000's)[8]	1,391,591	1,234,856	1,156,091	12.7	20.4

Indicator	December 1983	November 1983	December 1982	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	288,896	463,966	382,802	—37.7	—24.5
Cash Receipts from Marketing Livestock	88,962	84,656	58,029	5.1	53.3
Cash Receipts from Marketing Crops	199,934	379,310	324,773	—47.3	—38.4

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for November

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS

[Seasonally Adjusted]

1969 = 100

Indicator	March 1984	February 1984	March 1983
Retail Sales	181.2	168.5	149.7
Electric Sales	227.9	215.0	201.4
Gasoline Gallonage	152.9	131.0	47.1

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month March	PerCent Month Ago	Change Year Ago	Current Month March	Month Ago	Year Ago
Aberdeen	52,391	19.5	2.4	151,162	76,070	32,100
Baldwyn	26,034	7.8	15.1	—0—	—0—	—0—
Batesville	65,260	0.1	38.1	206,176	123,095	169,000
Bay Springs	26,778	37.7	49.0	—0—	—0—	—0—
Bay St. Louis	47,725	13.4	30.3	—0—	141,737	101,050
Belmont	11,210	—10.8	36.1	—0—	—0—	—0—
Belzoni	28,926	7.1	16.9	8,000	27,500	15,500
Biloxi	292,717	3.5	20.9	1,661,625	3,933,273	5,840,801
Brandon	47,682	6.0	43.2	1,076,000	371,000	—0—
Brookhaven	127,192	0.8	32.2	477,500	320,000	109,500
Brooksville	2,867	—22.0	11.0	—0—	—0—	—0—
Canton	69,867	—2.2	33.4	—0—	—0—	355,900
Carthage	47,639	3.7	36.4	188,567	125,000	36,000
Charleston	17,350	5.0	3.0	—0—	—0—	—0—
Clarksdale	144,342	—8.5	39.8	230,750	176,657	104,470
Cleveland	114,559	4.7	50.0	—0—	—0—	—0—
Collins	27,337	—23.6	19.9	117,000	310,000	128,800
Columbia	104,506	3.8	29.8	—0—	—0—	—0—
Columbus	279,752	2.3	38.5	1,006,174	421,339	604,043
Corinth	126,796	—1.3	27.5	152,765	158,995	79,700
Crystal Springs	30,430	4.2	24.9	13,600	15,600	151,000
Drew	9,549	—11.1	1.8	—0—	—0—	15,000
Edwards	4,946	23.7	82.9	—0—	105,500	20,000
Ellisville	17,586	42.5	1.9	—0—	—0—	—0—
Eupora	18,193	8.5	26.3	—0—	—0—	—0—
Fayette	11,231	21.6	59.4	—0—	—0—	—0—
Forest	55,006	12.0	29.3	—0—	153,500	8,600
Greenville	280,358	1.2	33.0	—0—	—0—	—0—
Greenwood	166,327	13.2	22.7	320,165	341,900	344,900
Grenada	105,557	3.8	47.0	490,000	246,000	131,000
Gulfport	325,562	4.8	22.4	243,055	1,688.214	442,530
Hattiesburg	428,422	5.4	34.9	1,625,263	1,616,545	2,330,543
Hernando	30,724	46.7	65.6	25,100	3,300	553,500
Hollandale	14,892	33.0	29.0	—0—	—0—	6,780
Holly Springs	46,518	6.3	31.4	33,500	—0—	284,400
Houston	40,839	5.4	4.8	89,600	79,700	10,000
Indianola	62,122	—4.9	24.3	—0—	—0—	—0—
Iuka	28,018	0.6	8.9	—0—	—0—	—0—
Jackson	1,853,360	15.3	51.1	5,430,094	6,503,324	3,541,743
Kosciusko	73,726	25.3	56.9	151,000	55,000	47,000
Laurel	339,733	14.9	36.9	411,807	4,219,558	994,324
Leland	20,834	—0.6	24.4	4,700	7,500	80,976
Lexington	22,916	1.0	41.5	—0—	—0—	—0—
Louisville	56,160	9.4	47.2	243,506	163,620	35,705
Lucedale	34,931	3.9	25.5	92,600	139,000	57,000
Lumberton	11,332	7.0	43.6	—0—	—0—	—0—
Macon	17,651	4.2	22.5	—0—	—0—	—0—
Magee	52,630	1.9	42.3	—0—	—0—	—0—
Magnolia	10,507	0.6	—9.2	50,000	52,500	48,000
Marks	19,796	24.8	47.6	—0—	—0—	—0—
McComb	145,007	1.5	26.4	219,575	92,600	79,999
Meadville	5,106	—36.6	70.1	—0—	—0—	—0—
Mendenhall	24,488	16.8	38.6	225.500	70,000	—0—
Meridian	442,747	—12.7	35.1	1,049,007	650,339	1,090,906
Monticello	21,732	—0	32.4	46,700	17,000	45,000
Morton	21,690	2.4	2.1	——	——	——
Moss Point	61,529	—17.3	7.2	103,310	176,602	257,000
Natchez	259,956	11.0	29.8	284,025	1,214,590	396,530
New Albany	66,986	5.1	43.4	566,855	315,800	530,303
Newton	30,848	24.1	42.2	47,000	115,000	92,500
Ocean Springs	34,753	4.1	31.0	—0—	436,814	—0—
Okolona	16,027	3.3	27.2	65,000	37,900	10,500
Oxford	111,281	6.6	37.9	110,400	308,300	461,277
Pascagoula	191,570	—23.3	11.3	—0—	176,306	613,371
Pass Christian	15,820	12.1	11.3	—0—	—0—	217,120
Philadelphia	74,554	6.7	48.0	—0—	—0—	—0—

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month March	PerCent Month Ago	Change Year Ago	Current Month March	Month Ago	Year Ago
Picayune	95,841	5.4	31.0	244,000	255,000	—0—
Pontotoc	47,052	9.5	6.9	—0—	—0—	—0—
Poplarville	18,430	—6.3	27.0	—0—	—0—	—0—
Port Gibson	16,099	—5.4	22.6	—0—	—0—	—0—
Prentiss	25,151	7.2	34.2	14,300	103,100	573,675
Quitman	27,558	—8.1	26.1	—0—	—0—	—0—
Raymond	6,703	—7.0	87.3	—0—	—0—	—0—
Richton	10,671	3.4	34.8	—0—	1,000	—0—
Rosedale	7,918	—9.0	28.4	—0—	—0—	—0—
Ruleville	11,039	7.1	10.5	3,000	2,000	2,000
Sardis	17,797	6.1	19.7	33,000	3,000	17,000
Senatobia	52,962	12.1	39.2	560,644	32,500	393,300
Shelby	8,985	5.4	14.5	—0—	—0—	—0—
Starkville	119,553	4.1	35.0	1,168,000	136,200	598,500
Summit	13,153	33.5	63.1	—0—	—0—	—0—
Taylorsville	13,823	9.7	42.2	—0—	—0—	—0—
Tchula	3,779	—15.2	8.8	—0—	—0—	—0—
Tunica	15,191	—8.3	18.7	—0—	—0—	—0—
Tupelo	370,402	4.1	24.4	1,033,008	1,972,244	1,023,027
Union	17,518	10.3	46.2	—0—	—0—	—0—
Utica	9,912	9.9	20.0	—0—	—0—	—0—
Vicksburg	230,478	10.6	43.8	1,200,935	7,098,532	464,610
Walnut Grove	1,498	32.1	—13.3	—0—	—0—	—0—
Water Valley	24,814	—3.8	26.7	—0—	—0—	146,500
Waynesboro	59,744	4.7	—23.1	—0—	5,800	128,200
West Point	59,433	—1.0	25.5	818,026	40,815	206,629
Wiggins	27,720	13.7	29.8	4,500	5,900	43,000
Winona	37 585	21.2	46.2	178,500	—0—	33,000
Yazoo City	69,678	8.8	32.6	72,250	178,000	—0—

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	March 1984	February 1984	March 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	155,400	155,000	158,000	1.3	—1.6
Unemployed Persons	10,300	10,600	14,700	—2.8	—30.0
Per Cent of Labor Force	6.6	6.8	9.3	——	——
Employed Persons	145,100	144,400	143,300	0.5	1.3
Non-Ag Wage & Salaries	124,900	124,600	123,000	0.2	1.5
Manufacturing	18,600	18,800	18,700	—1.1	—0.5
CITY SALES TAX COLLECTIONS	1,922,603	1,673,042	1,274,084	6.8	11.8

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	March 1984	February 1984	March 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	67,320	67,320	71,370	—0—	—5.7
Unemployed Persons	6,790	6,980	9,800	—2.7	—30.7
Per Cent of Labor Force	10.1	10.4	13.7	——	——
Employed Persons	60,530	60,340	61,570	0.3	—1.4
Non-Ag Wage & Salaries	51,280	51,150	52,010	0.3	—1.4
Manufacturing	8,830	8,900	9,130	—0.8	—3.3
CITY SALES TAX COLLECTIONS	634,099	607,526	522,332	—2.0	22.1

Motor Vehicle Registration
By County
1981 and 1982

SOURCE: State Tax Commission Service Bulletin. Computations by the Division of Business Research

County	1981	% of State	% of Change	1982	% of State	% of Change
Adams	26,161	1.6	2.52	25,829	1.6	1.27
Alcorn	21,684	1.4	−5.09	21,603	1.4	−0.37
Amite	9,459	0.6	−1.69	9,498	0.6	0.41
Attala	13,009	0.8	−2.53	12,715	0.8	−2.26
Benton	4,991	0.3	−6.87	4,967	0.3	−0.48
Bolivar	21,640	1.4	−3.84	20,997	1.3	−2.97
Calhoun	9,800	0.6	−4.52	9,724	0.6	−0.78
Carroll	6,157	0.4	−2.93	6,112	0.4	−0.73
Chickasaw	11,361	0.7	−2.18	11,065	0.7	−2.61
Choctaw	5,848	0.4	−1.55	5,695	0.4	−2.62
Claiborne	6,274	0.4	−0.37	6,006	0.4	−4.27
Clarke	11,660	0.7	−1.80	11,550	0.7	−0.94
Clay	12,493	0.8	−0.04	12,142	0.8	−2.81
Coahoma	17,988	1.1	−3.99	17,860	1.1	−0.71
Copiah	16,056	1.0	−1.42	16,169	1.0	0.70
Covington	11,139	0.7	−0.90	11,042	0.7	0.87
DeSoto	37,919	2.4	−1.52	39,187	2.5	3.34
Forrest	40,136	2.5	−3.43	40,014	2.5	0.30
Franklin	6,101	0.4	−2.79	6,213	0.4	1.84
George	10,635	0.7	−2.06	10,537	0.7	−0.92
Greene	5,880	0.4	−4.68	5,770	0.4	−1.87
Grenada	13,103	0.8	−3.33	13,236	0.8	1.02
Hancock	16,931	1.1	1.94	17,947	1.1	6.0
Harrison	104,419	6.6	−0.46	106,459	6.7	2.0
Hinds	161,796	10.2	−2.40	161,789	10.2	−0−
Holmes	10,385	0.7	−3.04	10,526	0.7	1.36
Humphreys	6,879	0.4	−2.98	6,792	0.4	1.27
Issaquena	1,847	0.1	−2.69	1,720	0.1	−6.88
Itawamba	13,382	0.8	−4.11	13,443	0.8	0.46
Jackson	75,259	4.7	−0.20	77,524	4.9	3.01
Jasper	11,893	0.7	−0.33	11,695	0.7	−1.67
Jefferson	4,870	0.3	−1.74	4,664	0.3	−4.23
Jeff Davis	9,317	0.6	0.54	9,068	0.6	−2.67
Jones	45,101	2.8	−0.30	44,675	2.8	−0.95
Kemper	6,240	0.4	−4.28	6,143	0.4	−1.56
Lafayette	15,340	0.9	−1.12	15,385	1.0	0.29
Lamar	17,599	1.1	0.19	17,776	1.1	1.01
Lauderdale	48,677	3.1	−5.49	49,527	3.1	1.75
Lawrence	8,722	0.6	−3.82	8,776	0.6	0.62
Leake	12,174	0.8	−2.28	12,060	0.8	−0.94
Lee	39,260	2.5	−3.63	40,025	2.5	1.95
Leflore	22,163	1.4	4.94	17,921	1.1	−19.14
Lincoln	21,437	1.4	2.38	21,356	1.3	−0.38
Lowndes	35,988	2.3	−1.50	36,430	2.3	1.23
Madison	25,692	1.6	2.77	25,900	1.6	0.81
Marion	17,869	1.1	1.03	18,312	1.1	2.48
Marshall	14,764	0.9	0.91	15,136	0.9	2.52
Monroe	23,892	1.5	−2.12	23,405	1.5	−2.04
Montgomery	7,949	0.5	−1.17	7,996	0.5	0.59
Neshoba	15,357	1.0	−3.08	15,346	1.0	−0−
Newton	13,630	0.9	−2.57	13,473	0.8	1.15
Noxubee	6,552	0.4	−4.01	6,302	0.4	−3.82
Oktibbeha	18,388	1.2	−3.15	18,383	1.2	−0−
Panola	15,667	1.0	0.13	15,780	1.0	0.72
Pearl River	23,786	1.5	0.95	25,005	1.6	5.13
Perry	7,483	0.5	−2.72	7,599	0.5	1.55
Pike	23,518	1.5	−2.26	23,177	1.5	1.45
Pontotoc	13,819	0.9	−0.03	14,204	0.9	2.79
Prentiss	14,647	0.9	−3.77	14,939	0.9	2.00
Quitman	6,705	0.4	−7.13	6,263	0.4	−6.59
Rankin	53,415	3.4	0.83	54,879	3.4	2.74
Scott	14,790	0.9	−2.65	14,780	0.9	−0.01
Sharkey	4,456	0.3	−3.09	4,434	0.3	−0.49
Simpson	16,173	1.0	1.33	16,031	1.0	−0.88
Smith	9,998	0.6	−2.75	10,117	0.6	1.19
Stone	7,434	0.5	−0.52	7,312	0.5	−1.64
Sunflower	16,243	1.0	−3.93	15,810	1.0	−2.67
Tallahatchie	8,388	0.5	−5.83	8,482	0.5	1.12
Tate	11,667	0.7	−7.60	11,728	0.7	0.52
Tippah	11,927	0.7	−5.54	12,133	0.8	1.73
Tishomingo	12,959	0.8	−2.98	12,743	0.8	−1.67
Tunica	4,793	0.3	−1.64	4,745	0.3	−1.00
Union	14,429	0.9	−4.63	14,713	0.9	1.97
Walthall	9,233	0.6	−2.87	8,889	0.6	−3.73
Warren	33,639	2.1	−2.33	33,173	2.1	−1.39
Washington	39,302	2.5	−0.69	38,409	2.4	−2.27
Wayne	11,637	0.7	−3.58	11,768	0.7	1.13
Webster	7,241	0.5	−3.03	7,206	0.5	−0.48
Wilkinson	5,819	0.4	−2.68	5,893	0.4	1.27
Winston	12,778	0.8	−2.02	12,450	0.8	−2.57
Yalobusha	8,003	2.5	−2.38	8,061	0.5	0.73
Yazoo	15,972	1.0	−3.22	15,864	1.0	0.68
State Total	1,589,187		−1.7	1,590,472		0.08

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MISSISSIPPI
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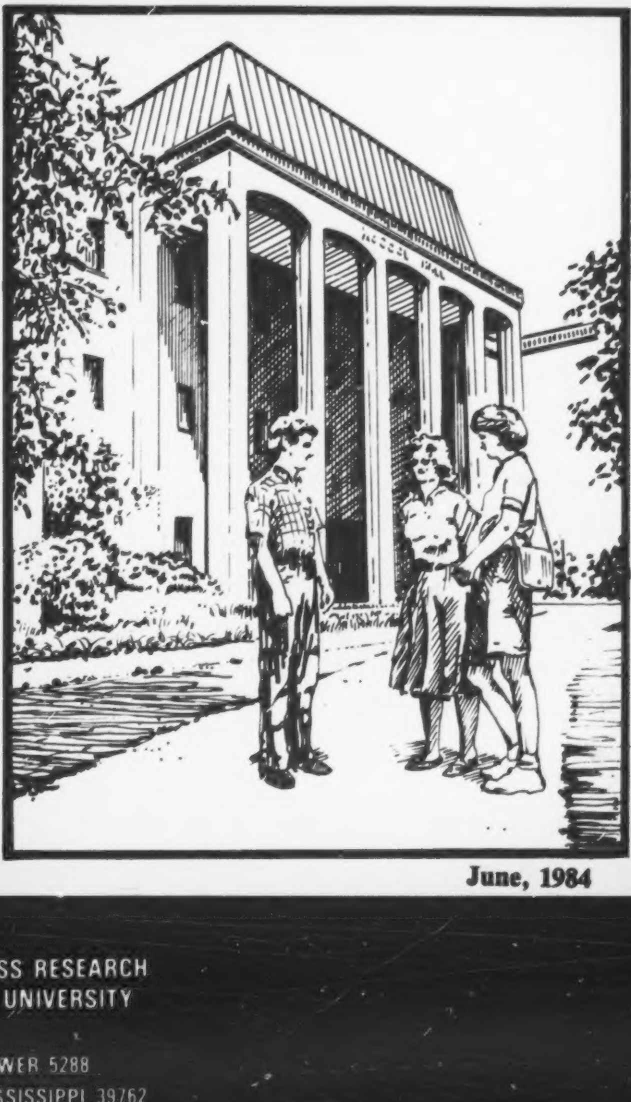

June, 1984

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Tax Aspects of Bankruptcy and Insolvency Proceedings

By
H. Kenneth Lefoldt, Jr.
and
Zoel W. Daughtrey

The Bankruptcy Tax Act of 1980 (the Act), Public Law 96-589, extensively revised the entire area of debt cancellation with respect to bankrupt or insolvent taxpayers and made related changes to provisions of the Internal Revenue Code for discharge of indebtedness for solvent debtors outside bankruptcy. Key provisions of the Act apply to transactions occurring after December 31, 1980.

Prior to the Act the tax laws were applied uniformly to all taxpayers regardless of their financial condition. Funder Code Section 61 debt cancellation resulted in the same income tax consequence regardless of whether the debtor was solvent, insolvent, or bankrupt. The Act reflects the intent of Congress to defer, but eventually collect within a reasonable period, tax on ordinary income realized from debt discharge.

The Act created a separate taxable entity for income tax purposes arising from the bankruptcy of individual debtors. Additionally, a new category of "G" reorganization was enacted under Sec. 368(a)(1) to replace the prior insolvency reorganization under Sec. 371-374.

The overall thrust of the Bankruptcy Tax Act of 1980 is to encourage business continuity over liquidation. It is the responsibility of debtors, trustees, and accountants to be aware of those tax aspects which will be beneficial in preserving the bankrupt's estate.

Notification of Proceedings and Filing of Returns

Treasury Regulations Section 301.6036-1 requires an individual in control of the assets of a debtor in any bankruptcy proceeding to give written notice to the Director of Internal Revenue in the debtor's district within 10 days of his appointment. Failure to give notice suspends the period of limitations on the assessment of taxes.

A corporate trustee, assignee, or debtor in possession has an obligation to file a return in the same manner and form as the corporation would be required to file a return (1). Section 1399, which was added to the Internal Revenue Code by the Bankruptcy Tax Act of 1980, provides that no separate tax entity results from a corporation commencing a case under the Bankruptcy Code.

One of the first duties a trustee, assignee or debtor in possession should perform is to insure that all required reports are filed with the appropriate taxing authorities (income, payroll, sales, excise, etc.). A corporation does not go out of business when it files a bankruptcy petition. It remains in existence until it ceases business, dissolves, and no longer has any assets.

In the past a controversy existed as to whether a separate entity was created when an individual or partnership went bankrupt. In an effort to clarify this controversy, the Bankruptcy Tax Act added Sections 1398 and 1399 to the Internal Revenue Code.

Section 1398 creates a separate taxable entity upon commencement of a liquidation or reorganization proceeding with respect to an individual under Chapter 7 (liquidation) and 11 (reorganization) of Title 11 of the U.S. Code. No new taxable entity is created under Chapter 13 (adjustment of debts of an individual with a regular income) of the U.S. Code.

This separate taxable entity (or estate) created in a liquidation or reorganization case consists of property formerly belonging to the debtor. The bankruptcy estate is administered by a trustee for the benefit of creditors, and it may derive its own income and incur expenditures. At the same time, the individual is given a fresh start. In other words, wages earned and property acquired by the individual after commencement of the case do not become part of the bankruptcy estate, but belong to the individual. Since the bankruptcy estate of an individual is treated as a separate taxable entity, the trustee must file a Form 1041, U.S. Fiduciary Income Tax Return, for each year the estate had the income to require a filing (gross income of 12,700 or more).

Section 1399 provides that no new entity is created when a case is filed by a partnership under the provisions of the Bankruptcy Code. The trustee would be required to file a partnership information return, Form 1065, for the periods during which the trustee operated the business (2). Income from discharge of a partnership debt is treated as an item of partnership income which is passed through and allocated separately to each partner, to be treated by the partner as any other debt discharge income.

Special Rules for Individuals

The individual debtor will transfer assets which are not exempt from creditors to the estate (3). This transfer is not treated as a disposition that would give rise to recognition of gain or loss, recapture of deductions or credits, or acceleration of income (4).

The estate succeeds to the following income tax attributes of the debtor (determined as of the first day of the debtor's taxable year in which the bankruptcy case commences) in a Chapter 7 or 11 case (5):

(1) net operating loss carryovers
(2) capital loss carryovers
(3) tax credit carryovers
(4) charitable contribution carryovers
(5) recovery exclusions under Code Sec. III (bad debts, prior taxes)
(6) The debtor's basis in and holding period for, and the character in the debtor's hands of, any asset acquired (other than by sales or exchange) from the debtor
(7) debtor's method of accounting
(8) other tax attributes of the debtor to the extent provided by Treasury Regulations

On termination of the bankruptcy estate, the debtor succeeds to the following tax attributes of the estate:

(1) net operating loss carryovers
(2) capital loss
(3) credit carryovers
(4) charitable contribution carryovers
(5) recovery exclusions under Code Sec. III
(6) basis, holding period, and character in the estate's hands of any assets acquired (other than by sale or exchange) from the estate
(7) other tax attributes to the extent provided by Treasury regulations

The Senate Finance Committee states that the debtor succeeds to the tax attributes listed above even if those attributes first arose during administration of the bankruptcy estate (6).

An individual debtor is entitled to elect to close his taxable year on the day before the date the bankruptcy case commences (7). If the election is made, the debtor's taxable year is divided into two "short" taxable years of less than twelve months. The debtor's income tax liability for the first short taxable year become an allowable claim against the bankruptcy estate as a claim arising before bankruptcy. If the election is made, the debtor is required to annualize his income for each short year in the same manner as if a change of annual accounting period had been made (8).

This election is not available to a debtor in a no asset case. If the debtor has no assets other than property which he may treat as exempt property under 11 U.S. Code Sec. 522 then there would be no assets in the bankruptcy estate.

The debtor, if married on the commencement of the bankruptcy case, can have his spouse join in the election to close the taxable year. The debtor and spouse must file a joint return. Once the election is made, it is irrevocable.

Treatment of Income During Bankruptcy Period

Under pre-'80 Act law, cancellation of a solvent debtor's qualified business indebtedness resulted in realization of income in the amount of the indebtedness discharged. However, a debtor could elect to reduce the basis of his assets and the income from discharge of the indebtedness was excluded from gross income (9).

In practice, this basis reduction election under the pre-'80 Act failed to accomplish Congressional intent of deferring, but eventually collecting tax on, income realized from debt discharge. Debtors could elect to reduce the basis of nondepreciable assets (such as land) which might never be sold. This resulted in avoiding completely, rather than deferring, taxation. If the asset was sold, the debtor was able to convert ordinary income into capital gain.

Under the '80 Act income which is realized from a discharge of qualified business indebtedness by a solvent debtor outside bankruptcy will be excluded from gross income if the debtor elects to reduce the basis of his depreciable property. The reduction is basis cannot exceed the aggregate adjusted basis of the depreciable property held by the debtor at the beginning of the taxable year following the year in which the discharge occurs (10).

To the extent that the amount of debt discharged exceeds the basis of the solvent debtor's depreciable property or such debtor does not elect to reduce its basis in such property, the full amount of income discharged shall be included in gross income (11). The term "depreciable property," as used in the 1980 Act, includes property subject to depreciation and , at the election of the debtor, any real property held as inventory (12.)

Any gain on the subsequent disposition of reduced basis assets is subject to recapture as ordinary income under Code Sec. 1245 and 1250. No investment tax credit recapture tax is incurred, because the basis reduction is not considered a disposition (13).

Discharge of indebtedness with respect to debtors in bankruptcy cases is not includable in the debtor's gross income. The term "bankruptcy case" means a case under Title II of the United States Code, but only if (1) the debtor is under the jurisdiction of the Court in the case and (2) the discharge of indebtedness is (a) granted by the Court or (b) pursuant to a plan approved by the Court (14).

The amount of discharged indebtedness which is excluded from gross income by virtue of the provisions of the 1980 Act must be applied to reduce certain of the debtor's "tax attributes." However, the debtor may elect to first apply the excluded amount to reduce his basis in "depreciable property" (15).

If the debtor does not elect to apply first the excluded discharge amount to reduce his basis in "depreciable property," he must reduce his tax attributes in the following order (16):

a. net operating losses and carryovers.
b. carryover of the investment tax credit, the WIN credit, the jobs credit, and the alcohol used as a fuel credit.
c. capital losses and carryovers.
d. the basis of the debtor's assets (both depreciable and nondepreciable).
e. carryover of the foreign tax credit.

The reduction of attributes is to be determined after the determination of the tax for the year of discharge. Accordingly, the taxpayer excludes the cancellation income from his initial computation of taxable income. Net operating loss and capital loss arising in the year of forgiveness are reduced first, with carryover losses reduced next. Reduction of credits is to be done on a FIFO (first in, first out) basis (17).

Except for reductions in credit carryovers, the tax attributes are reduced one dollar for each dollar of debt discharge amount. Credit carryover are reduced 50 cents for each dollar discharged. Limitations on the use of credits based on income of the debtor are disregarded. The amount of debt forgiveness in excess after reducing tax attributes is not taken into income by the bankrupt debtor (18).

It should be noted the debtor in bankruptcy does not have the right to choose whether or not to exclude a debt discharge amount from income. These rules are intended to accommodate bankruptcy policy and tax policy. To preserve the debtor's "fresh start" after bankruptcy, so that the debtor coming out of bankruptcy is not burdened with an immediate tax liability.

Examples I and II illustrate how these rules are applied to a hypothetical debtor.

In Example I the debtor owns $800 of depreciable property and has liabilities totaling $2,000. He has net operating loss carryovers of $600 and investment tax credit carryovers of $200. The amount of debt discharged is $1,500. No election is made to reduce first the basis of assets.

Thus the discharge of indebtedness amount of $1,500 is applied first to the net operating loss carryovers of $600. The loss carryovers are reduced in the order in which they arose, except that a current year's loss is reduced first. The entire $600 of net operating loss carryovers are eliminated, leaving $900 of unused discharge of indebtedness amount remaining.

The next attribute to be reduced is the investment tax credit carryover (on a FIFO basis). It required $400 of the discharge of indebtedness amount to eliminate the investment tax credit of $200. Thus $1,000 of the discharge of indebtedness amount has been utilized in reducing tax attributes, leaving an amount of $500 not yet utilized.

The final adjustment is to the basis of the debtor's assets. The remaining $500 of the discharge of indebtedness amount is applied against the $800 basis of depreciable assets. However, the basis of depreciable assets cannot be reduced below the amount of the debtor's remaining undischarged liabilities, which in this example is $500 ($2,000 total - $1,500 discharged). Thus, only $300 of the debt discharged income can be utilized to reduce the asset basis from $800 to $500. The remaining $200 of the debt discharge amount has no tax consequences.

As previously discussed, in order to prevent a solvent debtor from converting ordinary income from discharge of indebtedness into capital gain, any gain upon subsequent disposition of any asset whose basis has been reduced by virtue of the debtor's election to exclude a debt discharge amount from income is subject to recapture (taxed as ordinary income).

EXAMPLE I
DISCHARGE OF DEBT IN BANKRUPTCY

Assets - Depreciable Property	$ 800
Liabilities	2,000
Tax Attributes	
Net Operating Loss	
1983	100
1982	100
1981	400
Investment Tax Credit	
1979	100
1981	100
Debt Discharged	$1,500

No election made to reduce first basis of assets

	Amount of Debt Discharge Income Applied	Reduction of Tax Attributes
Net Operating Loss		
1983	$100	$100
1982	100	100
1981	400	400
Investment credit		
1982	200	100
1981	200	100
Total	$1,000	$800
Asset Basis	300	300
Total Adjustment	$1,300	$1,100
Adjusted Remaining Basis of Assets	$500	

Note: Basis of assets is reduced but not below amount of undischarged liabilities. Balance of debt discharge amount, $200, has no tax consequences.

EXAMPLE II
DISCHARGE OF DEBT IN BANKRUPTCY

Same facts as Example I.

Election to reduce first basis of assets.

Assets	$800	$800
Net Operating Loss		
1983	100	100
1982	100	100
1981	400	400
Investment Credit		
1981	100	50
Total Adjustment	$1,500	$1,450
Investment Credit Carryover Remaining	$150	

Note: no basis in depreciable property remains. However, there is $150 of investment credit carryover.

Example II assumes the same facts as Example I, but in this case the debtor makes the election to reduce the basis of assets before reducing other tax attributes. Thus, the $800 basis in depreciable assets is first reduced to zero before the debt discharge amount is applied to the net operating loss carryovers. This utilizes $800 of the debt discharge amount, leaving $700 to be applied against the net operating loss and investment tax credit carryovers.

This application utilizes $600 of the debt discharge amount against the net operating loss carryover, completely eliminating the net operating loss carryover and leaving $100 of the debt discharge amount to be used to reduce the investment tax credit carryover. This $100 of debt discharge cancels $50 of investment tax credit carryover, leaving $150 of investment credit to be transferred to the debtor. By making this election the debtor is able to retain a portion of his carryovers for future use. Note that the limitation of Example I (basis of assets cannot be reduced below amount of undischarged liabilities) does not apply to the election to reduce basis in depreciable property.

If a discharge of indebtedness occurs when the debtor is insolvent (but not in a bankruptcy case) the amount of debt discharge is excluded from gross income up to the amount by which the debtor is insolvent. The excluded amount is applied to reduce tax attributes in the same manner as if the discharge had occurred in a bankruptcy case. Any balance of the debt discharge which is not excluded from gross income (because it exceeds the amount by which the debtor is insolvent) is treated in the same manner as debt discharged in the case of a wholly solvent debtor (19).

A taxpayer is insolvent if its liabilities exceed the fair market value of its assets, a determination made immediately before the discharge of indebtedness (20).

Corporate Reorganization

In order to facilitate the rehabilitation of insolvent corporate debtors, the reorganization rules under the '80 Act are designed to eliminate many requirements which have effectively precluded financially troubled companies from utilizing the generally applicable tax-free reorganization provisions under I.R.C. Section 368.

The '80 Act adds a new category of tax-free organization (a "G" reorganization). The type of reorganization is defined as follows:

> "a transfer by a corporation of all or part of its assets to another corporation a Title II or similar case; but only if, in pursuance of the plan, stock or securities of the corporation to which the assets are transferred are distributed in a transaction which qualifies under Section 354, 355, or 356" (21).

The purpose of a "G" reorganization is to cause the tax provision affecting bankruptcy proceedings to be the same as those affecting other tax-free organizations, limited only by the income from discharge of indebtedness provisions of Sections 108 and 1017.

"G" reorganizations apply to proceedings under Title II, receivership, foreclosure, or similar proceedings in federal or state court. It is doubtful if out of court settlements or general assignments for the benefit of creditor will qualify (22).

For purposes of applying the continuity of interest rule, prior creditors who receive stock in exchange for their claim will be treated as prior shareholders where the former shareholders receive no consideration for their stock. In addition, prior creditors receiving cash or other property will be excluded from any continuity of interest computation. Stock received by a creditor (secured and unsecured) in exchange for indebtedness in Title II or similar cases as defined in Section 368(a)(3)(A) will not be treated as acquired by purchase (23.)

Where a valid "G" reorganization occurs Section 381 will provide for the transfer of all the corporation's tax attributes to the newly-established corporation.

When a "G" reorganization could also fall under Section 332 (complete liquidation of subsidiary), 351 (transfer to controlled corporation), or another 368(A)(1) provision (relating to the relief of liabilities in excess of adjusted basis of property) the transaction will be treated as "G" reorganization (24).

In an insolvency reorganization a shareholder or security holder who receive securities with a face amount exceeding the face amount of the securities surrendered will be taxed on the excess. A creditor who exchanges securities having accrued but unpaid interest will be treated as receiving interest income to the extent that new securities, stocks or other property are received from the unpaid interest (25).

Example III illustrates a hypothetical "G" reorganization.

EXAMPLE III
"G" REORGANIZATION

Corporation A

	Basis	FMV
Assets	$75,000	$100,000
Liabilities		
Bonds	100,000	
Trade Debts	100,000	
Net Operating Loss		
Carryover	200,000	

Plan of Reorganization

1. A transfers all its assets to corporation B in exchange for 100,000 of B stock.
2. Distribution of B stock in exchange for outstanding liabilities, one-half to security holders (bonds) and one-half to trade creditors (trade debts).
3. A's shareholders receive nothing.

Transaction qualifies as a "G" reorganization (see definition, Sec. 368 (a)(1)(G)

Tax Effect

1. A recognizes no gain or loss on transfer of assets to B.
2. B's basis in assets is $75,000.
3. B succeeds to net operating loss carryover.
4. Distribution of B stock to A's security holders and trade creditors does not result in income from discharge of indebtedness. No attribute reduction required.

Under a section 337 liquidation, no gain or loss is recognized by a corporation when it sells its property and subsequently distributes all its assets according to a plan of a twelve-month liquidation. Prior to the '80 Act the IRS took the position that a section 337 liquidation does not apply to a liquidating corporation in bankruptcy or similar proceedings if the shareholders do not receive consideration in exchange for their shares. Under the '80 Act, section 337 is now available to corporations in bankruptcy. No gain or loss is recognized by the liquidating corporation during the entire bankruptcy proceeding, even if it exceeds the twelve month period beginning with the adoption of the plan (26).

SUMMARY

Taxes often impose an undue hardship on a bankrupt debtor attempting to rehabilitate himself. The Bankruptcy Tax Act of 1980 is the attempt of Congress to minimize the difference between the objectives of the tax law and bankruptcy law.

All parties involved in a bankruptcy proceeding need to be aware of the tax implications and incorporate such awareness of tax implications into their insolvency planning. In many cases estates can be preserved by the knowledgeable application of the 1980 Bankruptcy Tax Act provisions.

REFERENCES

1. Sec. 6012(b)(3), and Treas. Reg. Sec. 1.6012-3(b)(4).
2. Sec. 6031
3. Section 522(b)(2), Title II of the U.S. Code.
4. Senate Report No. 96-1035, 96th Cong. 2d Sess. (1980) 31.
5. Sec. 1398(a).
6. Senate Report No. 96-1035, 96th Cong. 2d Sess. (1980) 31.
7. Secs. 1398(d)(2)(A), 1398 (d)(2)(B).
8. Sec. 1398(d)(2)(F).
9. Sec. 108(a)
10. Secs. 108(c), 1017(a).
11. Sec. 61(a)(12).
12. Secs. 1017(b)(3)(A), (B), (E).
13. Sec. 1017(d)(2).
14. Sec. 108(d)(2).
15. Secs. 108(b)(1); 108(b)(5)(A); 1017(b)(3)(A) and (E).
16. Sec. 108(b)(2).
17. Secs. 108(b)(4)(A), (B) and (C).
18. Secs. 108(b)(3)(A), (B)

REFERENCES CONT'D

19. Secs. 108(a)(2)(B); 108(a)(3), 108(b).
20. Sec. 108(d)(3).
21. Sec. 368(a)(1)(G).
22. Sec. 368(a)(3)(A).
23. **Rev. Ru. 77-81,** 1977-1 C.B.
24. Sec. 368(a)(3)(c).
25. Secs. 356(d)(2), 356(a)(2)(b).
26. Sec. 337 (g)(2).

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NEW AND EXPANDED INDUSTRY

Town	Firm	Product	No. of Employees
NEW			
Amory	**Tom Soya Company**	Grain storage, shipping	5
Baldwyn	**Mesker-Clark Company**	Metal doors & frames	35
Belmont	**Metal Enterprises, Inc.**	Satellite dishes, mobile home parts	10
Burnsville	**Tishomingo Houseboat & Marine Service Co.**	Houseboats	30
Canton	**Dale Polk & Son**	Petroleum products	100
Cleveland	**Delta Laminating, Inc.**	Plastic-veneer laminated counter tops	20
Grenada	**Louisiana Pacific**	Wallboard & Sawmill	140
Olive Branch	**ARCO Metals Company**	Vinyl siding	100
Pontotoc	**Paslode Company**	Industrial staples	100

Town	Firm	Product	No. of Employees
EXPANDED			
Bruce	**Glenn Slacks**	Men's slacks	50
Flowood	**Seagull, Inc.**	Molded plastic products	5
Greenville	**Theurer Greenville Corp.**	Trailers, military vehicles	40
Greenville	**Uncle Ben's Foods**	Parboiled Rice	10
Jackson	**Swift & Company**	Meat products	15
Meridian	**ARCO Metals Company**	Metal	n/a
Pontotoc County	**Washington Furniture Mfg. Co.**	Upholstered Furniture	30
Walls	**Imperial Mfg. Co.**	Furniture	50

GENERAL FUND
Comparing July 1, 1983-April 30, 1984

	April 1984		April 1983
Sales Tax	$41,134,314	(1)	$34,266,879
Use & Wholesale Compensating Tax	8,581,537	(2)	5,282,476
Individual Income Tax	27,294,360		2,000,000
Corporate Tax	16,305,346		2,094,860
Tobacco Tax	2,223,403		2,286,763
ABC Division	3,064,496		2,698,610
Beer & Wine Tax	1,821,983		1,867,413
Oil Severance Tax	4,037,855		4,544,812
Estate Tax	404,794		599,082
Statewide Privilege Tax	563		23,174
Installment Loan Tax	364,079		369,236
Gas Severance Tax	2,748,492		5,341,543
Insurance Premium Tax	2,082,854		500,000
Auto Tag Fees	341,547		329,567
Auto Privilege Tax	219,258		258,883
Title Fees	118,030		115,902
Petroleum Tax	352,365		316,973
Admission Tax	18,088		33,735
Timber Severance Tax	——		31,279
Slot Vending Tax	4,802		18,178
Pulpwood Scaling Fees	9,163		7,187
Fire Marshal Fees	19,982		66,293
Freeport Warehouse Tax	—0—		20
Aircraft Registration Fees	6,131		5,255
Int. on Direct Deposits	83,870		——
Tax Commission Transfer to Gen. Fund	$111,237,220		$ 63,058,122
Tax Comm. Special Fund Transfers	63,351,477		51,651,971
Tax Commission Total Transfers	$174,588,697		$114,710,093

(1) 2% Discount allowed and not included-$569,712

(2) 2% Discount allowed and not included-$ 68,579

Tax Commission Cash Balance April 30, 1984-$25,244,098

Tax Commission Cash Balance April 30, 1983-$16,658,575

COLLECTIONS
With July 1, 1982-April 30, 1983

7/1/83 to 4/30/84	7/1/82 to 4/30/83	Increase or Decrease over Prior Year	
		Amount	Percent
$420,583,490 (1)	$391,430,488	$29,153,002	7.45
81,326,896 (2)	64,855,752	16,471,144	25.40
195,386,228	141,092,977	54,293,251	38.48
140,443,840	100,994,301	39,449,539	39.06
23,746,034	24,319,882	(573,848)	(2.36)
25,182,025	24,349,189	832,836	3.42
17,835,958	17,751,247	84,711	0.48
38,021,243	41,184,178	(3,162,935)	(7.68)
7,146,782	7,060,191	86,591	1.23
389,363	704,357	(314,994)	(44.72)
2,171,483	1,974,826	196,657	9.96
24,160,539	30,289,020	(6,128,481)	(20.23)
31,518,235*	38,804,154*	(7,285,919)	(18.78)
3,981,992	3,721,352	260,640	7.00
3,348,380	3,141,963	206,417	6.57
1,069,519	988,956	80,563	8.15
4,278,502	4,036,164	242,338	6.00
305,533	258,823	46,710	18.05
43,569	394,711	(351,142)	(88.96)
633,698	632,703	995	0.16
93,952	65,472	28,480	43.50
144,175	198,600	(54,425)	(27.40)
150	140	10	7.14
12,110	9,877	2,233	22.61
616,048	-0-	616,048	——
$1,022,439,744	$898,259,324	$124,180,420	13.82
489,834,015	419,326,746	70,507,269	16.81
$1,512,273,759	$1,317,586,070	$194,687,689	14.78

(1) 2% Discount allowed and not included-$5,672,659

(2) 2% Discount allowed and not included-$775,547

*Collections reflect five quarters in FY 1983 and four quarters in FY 1984.

Food Stamp Participation By County, March, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $137.68)	Number of Persons[3] (Average Allotment $43.45)	Coupon Value[4] (Average Per Meal $.48)
Adams	2,867	8,279	381,152
Alcorn	2,149	5,404	232,796
Amite	867	3,062	117,815
Attala	1,660	5,010	199,733
Benton	745	2,548	100,765
Bolivar	4,265	16,089	696,266
Calhoun	1,013	2,777	107,311
Carroll	826	2,496	101,436
Chickasaw	1,017	2,820	104,650
Choctaw	711	2,030	82,612
Claiborne	1,223	3,975	177,427
Clark	1,161	3,220	131,665
Clay	1,602	5,094	219,807
Coahoma	3,815	13,675	605,732
Copiah	1,981	6,357	275,979
Covington	1,208	3,959	160,324
DeSoto	2,015	6,957	291,891
Forrest	4,366	11,961	556,577
Franklin	853	2,416	102,641
George	1,237	3,774	175,189
Greene	991	3,302	137,900
Grenada	1,235	3,860	157,378
Hancock	1,824	5,165	241,356
Harrison	6,287	19,475	911,738
Hinds	13,973	43,800	2,008,593
Holmes	3,402	11,328	512,604
Humphreys	1,248	4,793	201,681
Issaquena	250	1,006	42,715
Itawamba	834	2,063	80,909
Jackson	5,180	16,499	842,642
Jasper	1,240	4,028	158,035
Jefferson	949	3,120	121,541
Jeff Davis	1,329	4,174	172,253
Jones	2,972	8,531	345,820
Kemper	734	2,452	94,648
Lafayette	1,102	3,231	129,423
Lamar	1,602	4,529	202,279
Lauderdale	4,046	12,044	529,559
Lawrence	895	2,598	106,557
Leake	1,831	5,339	217,863
Lee	2,185	5,788	241,369
Leflore	3,112	11,189	484,102
Lincoln	2,218	6,671	290,786
Lowndes	2,690	8,839	369,320
Madison	3,449	12,122	541,032
Marion	1,654	5,254	233,800
Marshall	2,962	10,133	419,714
Monroe	2,000	6,158	254,713
Montgomery	1,387	3,920	157,483
Neshoba	1,577	4,540	179,393
Newton	1,220	3,453	133,829
Noxubee	1,587	5,429	226,013
Oktibbeha	2,047	6,257	280,414
Panola	2,475	9,940	386,315
Pearl River	2,131	6,328	288,868
Perry	1,136	3,201	134,687
Pike	2,418	7,256	343,541
Pontotoc	1,132	2,795	106,880
Prentiss	1,270	3,389	133,607
Quitman	1,353	5,091	217,798
Rankin	2,088	6,412	273,488
Scott	1,581	4,937	198,546
Sharkey	945	3,827	161,475
Simpson	1,313	3,754	155,026
Smith	814	2,432	90,184
Stone	699	2,299	103,452
Sunflower	2,680	11,063	476,843
Tallahatchie	1,869	7,278	304,220
Tate	1,508	4,754	188,778
Tippah	1,361	3,862	150,133
Tishomingo	1,130	2,815	118,425
Tunica	1,371	5,191	220,941
Union	1,135	3,110	116,440
Walthall	1,194	4,048	172,641
Warren	3,033	9,019	417,811
Washington	6,127	21,529	992,546
Wayne	1,813	5,564	239,622
Webster	702	1,844	75,508
Wilkinson	1,139	3,557	146,170
Winston	1,799	5,426	217,402
Yalobusha	1,056	2,959	118,340
Yazoo	2,791	9,213	408,076
State Total	165,656	524,870	$22,806,993

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of person.

[4] Average per meal is determined by dividing the average allotment per person ($43.45) by total number of average meals a month (90)

Food Stamp Participation By County, April, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $135.41)	Number of Persons[3] (Average Allotment $42.94)	Coupon Value[4] (Average Per Meal $.48)
Adams	2,974	8,021	368,703
Alcorn	2,113	5,278	223,824
Amite	856	3,015	112,030
Attala	1,650	4,979	199,254
Benton	735	2,491	99,778
Bolivar	4,218	16,060	685,932
Calhoun	992	2,713	100,649
Carroll	816	2,446	95,686
Chickasaw	988	2,705	96,300
Choctaw	708	1,996	81,141
Claiborne	1,224	3,997	175,026
Clark	1,151	3,165	125,012
Clay	1,585	5,029	220,693
Coahoma	3,780	13,528	588,091
Copiah	1,970	6,350	269,804
Covington	1,192	3,864	152,341
DeSoto	1,969	6,758	276,576
Forrest	4,299	11,660	544,335
Franklin	797	2,224	99,826
George	1,229	3,718	172,258
Grenada	1,209	3,773	153,433
Hancock	1,787	5,038	235,094
Harrison	6,225	19,222	897,176
Hinds	13,745	41,348	1,948,264
Holmes	3,374	11,218	504,044
Humphreys	1,234	4,740	192,739
Issaquena	247	983	38,367
Itawamba	812	1,999	73,884
Jackson	5,060	16,102	814,510
Jasper	1,243	4,016	153,727
Jefferson	942	3,112	120,468
Jeff Davis	1,328	4,151	167,969
Jones	2,927	8,379	340,490
Kemper	716	2,367	90,244
Lafayette	1,097	3,177	123,803
Lamar	1,631	4,601	206,124
Lauderdale	3,999	11,917	520,898
Lawrence	884	2,547	102,993
Leake	1,787	5,215	210,879
Lee	2,162	5,592	230,127
Leflore	3,076	11,123	469,637
Lincoln	2,188	6,602	282,624
Lowndes	2,662	8,669	368,773
Madison	3,427	12,082	536,068
Marion	1,663	5,251	235,648
Marshall	2,899	9,745	400,035
Monroe	1,969	6,061	244,760
Montgomery	1,364	3,838	149,312
Neshoba	1,550	4,425	173,134
Newton	1,209	3,437	129,718
Noxubee	1,576	5,422	219,673
Oktibbeha	2,050	6,275	273,013
Panola	2,453	9,113	376,129
Pearl River	2,066	6,075	271,707
Perry	1,117	3,145	131,738
Pike	2,475	7,449	347,468
Pontotoc	1,104	2,713	99,619
Prentiss	1,253	3,334	127,937
Quitman	1,331	5,013	209,275
Rankin	2,100	6,315	265,768
Scott	1,565	4,481	193,641
Sharkey	935	3,796	152,763
Simpson	1,305	3,717	151,863
Smith	821	2,460	89,902
Stone	720	2,365	103,194
Sunflower	2,685	11,032	451,027
Tallahatchie	1,849	7,371	295,610
Tate	1,471	4,648	181,226
Tippah	1,332	3,702	142,611
Tishomingo	1,093	2,708	112,241
Tunica	1,345	5,125	212,661
Union	1,119	3,059	119,219
Walthall	1,192	4,043	168,012
Warren	2,972	8,852	405,494
Washington	6,112	21,581	974,341
Wayne	1,794	5,483	233,560
Webster	703	1,837	73,863
Wilkinson	1,120	3,499	141,196
Winston	1,782	5,318	210,244
Yalobusha	1,021	2,837	110,610
Yazoo	2,778	4,235	389,586
State Total	163,652	516,057	$22,159,978

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of person.

[4] Average per meal is determined by dividing the average allotment per person ($42.94) by total number of average meals a month (90)

Sales Indicated By Sales Tax Collections During April, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,743	31,915
Alcorn	911	17,428
Amite	160	3,134
Attala	410	7,367
Benton	58	1,081
Bolivar	882	17,044
Calhoun	292	5,576
Carroll	103	2,120
Chickasaw	349	6,490
Choctaw	116	2,218
Claiborne	183	3,766
Clarke	206	3,838
Clay	396	7,721
Coahoma	909	16,459
Copiah	468	9,286
Covington	487	8,803
DeSoto	1,202	22,349
Forrest	2,739	51,215
Franklin	106	2,193
George	249	4,483
Greene	101	2,013
Grenada	679	13,517
Hancock	560	10,286
Harrison	4,803	85,823
Hinds	11,349	217,838
Holmes	387	7,903
Humphreys	271	5,049
Issaquena	7	183
Itawamba	228	4,588
Jackson	2,556	49,743
Jasper	329	5,965
Jefferson	81	1,448
Jeff Davis	223	4,300
Jones	2,330	43,142
Kemper	123	2,321
Lafayette	713	12,685
Lamar	414	7,233
Lauderdale	2,829	53,866
Lawrence	171	3,118
Leake	347	6,872
Lee	2,800	53,685
Leflore	1,239	23,012
Lincoln	878	16,375

County	Total Sales Tax Collections	Indicated Sales
Lowndes	2,461	54,934
Madison	1,043	23,934
Marion	699	12,515
Marshall	417	7,653
Monroe	780	15,437
Montgomery	248	5,052
Neshoba	530	9,634
Newton	368	7,531
Noxubee	174	3,214
Oktibbeha	772	14,331
Panola	618	11,269
Pearl River	734	13,862
Perry	199	6,606
Pike	1,252	24,442
Pontotoc	253	4,632
Prentiss	497	10,401
Quitman	149	3,055
Rankin	2,151	41,912
Scott	524	9,589
Sharkey	155	2,901
Simpson	483	9,282
Smith	162	3,144
Stone	217	3,984
Sunflower	681	13,464
Tallahatchie	241	4,618
Tate	400	7,525
Tippah	361	6,710
Tishomingo	306	5,618
Tunica	150	2,982
Union	424	7,451
Walthall	246	4,943
Warren	1,490	29,535
Washington	2,113	39,493
Wayne	447	8,475
Webster	172	3,172
Wilkinson	208	4,115
Winston	337	6,208
Yalobusha	228	4,095
Yazoo	645	12,154
State Total	72,244	1,380,039

U.S. Import and Export Price Indexes
-First Quarter 1984-

Prices increased for both U.S. exports and imports during the first quarter of 1984, the Bureau of Labor Statistics of the U.S. Department of Labor reports. The U.S. Import Price Index for all commodities rose 0.6 percent, while the U.S. Export Price Index for all commodities increased 0.7 percent.

Import price increases occurred in all major product categories, except machinery and transport equipment which was unchanged and beverages and tobacco which declined 0.1 percent. Despite a decline in crude petroleum prices, the index for fuels and related products rose 0.7 percent. The index for crude materials posted a sharp 4.7 percent increase after declining in the previous quarter.

The 0.7 percent price increase for exports in the first quarter followed a 0.5 percent decline in the previous quarter. Price increases were recorded for machinery and transport equipment, intermediate manufactured products, chemicals, crude materials, miscellaneous manufactured products, and beverages and tobacco. The indexes for fuels and related products and food continued to decline.

Percent change in export and import price indexes
-not seasonally adjusted-

Product category	March 1983 to June 1983	June 1983 to Sept. 1983	Sept. 1983 to Dec. 1983	Dec. 1983 to March 1984
All imports	0.2	-0.3	0.4r	0.6
Food	0.1	1.3	1.2	1.2
Beverages and tobacco	-0.7	-0.1	1.1	-0.1
Crude materials	n.a.	n.a.	-1.4	4.7
Fuels and related products	-1.6	-0.1	-0.1r	0.7
Chemicals	0.2	-2.2	1.7	1.7
Intermediate mfg. products	1.6	0.8	0.0	0.2
Machinery & transport equip.	0.8	-1.2	-1.1r	0.0
Misc. manufactured products	-0.7	-0.2	-0.2	-0.6
All imports, ex. fuels	1.0	-0.4	0.5	0.7
All exports	n.a.	n.a.	-0.5r	0.7
Food	5.1	7.6	-3.8r	-2.4
Beverages and tobacco	n.a.	0.0	1.5	0.1
Crude materials	n.a.	14.5	-2.0r	0.2
Fuels and related products	n.a.	n.a.	-0.8	-0.1
Chemicals	-3.6	0.6	1.6	2.8
Intermediate mfg. products	0.6	0.5	-0.8	1.0
Machinery & transport equip.	0.5	0.4	0.8r	1.1
Misc. manufactured products	n.a.	n.a.	0.2	0.4

r = revised to reflect late reports and corrections by respondents.
n.a. = not available.

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Mar. 1984	Feb. 1983	Annual % Change	Mar. 1984	Feb. 1983	Mar. 1983	Mar. 1984	Feb. 1983	Annual % Change
ALABAMA	1,334.0	1,330.2	+ 3	12.2	13.0	15.7	118.8	103.2	+ 0
Birmingham	339.0	337.9	+ 2	11.1	11.5	15.2	54.2	46.8	– 7
Huntsville	135.8	135.4	+ 6	10.2	10.4	12.0	24.9	21.3	+ 7
Mobile	146.4	145.8	+ 4	13.9	14.9	16.5	24.9	20.2	+ 4
Montgomery	108.4	107.8	+ 4	9.5	10.4	12.9	14.8	14.9	+ 15
FLORIDA	4,109.5	4,085.5	+ 7	5.4	6.1	8.9	2,720.8	2,218.9	– 4
Daytona Beach	90.6	89.8	+ 4	4.7	5.2	7.5	27.0	21.8	– 18
Ft. Lauderdale	385.1	384.5	+ 3	4.2	4.9	7.5	368.0	251.5	+ 22
Jacksonville	320.7	319.0	+ 3	5.3	6.1	8.2	89.7	85.6	– 15
Melbourne	123.6	122.5	+ 8	4.8	5.6	8.3	36.4	27 0	+ 21
Miami	725.5	750.2	+ 2	6.0	7.3	9.8	897.9	807.4	– 5
Orlando	356.2	353.3	+ 6	5.1	5.2	7.5	455.7	359.0	+ 4
Sarasota	84.1	83.9	+ 4	3.7	4.1	7.6	99.9	66.7	– 50
Tallahassee	79.1	78.6	+ 2	3.5	4.0	5.3	28.5	25.2	+ 2
Tampa-St. Pete	628.2	626.4	+ 2	4.6	5.5	8.3	464.5	348.4	– 8
West Palm Beach	250.4	249.9	+ 4	5.1	5.5	7.9	253.2	226.3	+ 3
GEORGIA	2,343.4	2,318.4	+ 6	6.2	6.6	8.4	1,793.6	1,443.0	– 3
Atlanta	1,093.2	1,084.8	+ 6	5.1	5.5	7.1	1,732.3	1,395.8	– 4
Augusta	127.0	125.9	+ 1	7.5	7.8	10.1	13.7	11.5	+ 23
Columbus	83.0	82.8	+ 4	7.4	8.5	9.8	8.6	7.2	+ 36
Macon	102.4	102.4	+ 2	7.4	7.4	8.1	4.6	4.0	12
Savannah	91.8	91.5	+ 4	7.3	7.5	9.4	34.4	24.5	+ 0
LOUISIANA	1,566.9	1,562.5	+ 1	9.1	10.1	12.7	294.6	241.5	+ 0
Baton Rouge	208.3	208.4	+ 2	7.1	8.1	10.0	27.3	22.5	– 2
New Orleans	506.3	505.5	+ 1	7.9	8.7	11.2	267.3	219.0	+ 1
MISSISSIPPI	799.3	795.4	+ 3	10.3	10.9	14.3	35.3	29.3	– 7
Biloxi-Gulfport	62.1	61.9	+ 1	10.1	10.4	13.7	5.6	4.7	– 33
Jackson	147.4	147.0	+ 2	6.6	6.8	9.3	29.7	24.6	+ 1
TENNESSEE	1,772.0	1,706.6	+ 5	9.2	10.0	12.6	162.1	132.1	+ 6
Chattanooga	165.3	165.4	+ 1	8.2	8.9	10.6	18.4	15.7	– 9
Knoxville	202.6	202.4	+ 1	8.2	8.8	10.9	34.2	28.4	– 6
Nashville	392.5	388.5	+ 6	6.0	6.5	8.9	109.5	88.0	+ 3

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Mar. 1984	Feb. 1983	Annual % Change	Mar. 1984	Feb. 1983	Annual% Change	Mar. 1984	Feb. 1983	Annual % Change
ALABAMA	577.5	561.7	+ 53	8,037	8,100	+ 36	8,699	8,463	+ 100
Birmingham	233.9	233.3	+ 77	2,247	2,187	+ 65	1,775	1,857	+ 622
Huntsville	87.1	82.1	+ 124	1,427	1,466	+ 27	3,370	3,197	+ 209
Mobile	74.4	64.7	+ 64	-	-	-	-	-	-
Montgomery	52.0	51.8	+ 83	-	-	-	-	-	-
FLORIDA	4,243.5	4,160.7	+ 25	102,800	101,690	+ 54	96,120	94,120	+ 69
Daytona Beach	92.2	89.4	+ 35	-	-	-	-		-
Ft. Lauderdale	402.2	390.5	+ 13	4,581	4,493	+ 82	8,981	9,206	+ 45
Jacksonville	299.6	291.8	+ 23	5,636	5,632	+ 42	7,342	7,435	+ 117
Melbourne	143.4	138.8	+ 71	4,821	4,523	+ 86	3,194	3,255	+ 164
Miami	643.1	630.1	+ 29	5,873	5,849	+ 119	8,184	8,218	+ 39
Orlando	558.5	539.8	+ 32	13,121	12,504	+ 65	11,474	10,894	+ 221
Sarasota	89.8	84.5	+ 26	2,526	2,578	+ 38	2,000	2,054	+ 17
Tallahassee	47.5	46.5	+ 43	2,143	2,089	+ 51	794	851	– 32
Tampa-St. Pete	670.5	673.8	+ 28	17,020	16,592	+ 56	16,636	14,906	+ 92
West Palm Beach	357.0	360.1	+ 12	10,133	10,316	+ 74	9,643	9,515	+ 94
GEORGIA	1,498.7	1,395.9	+ 52	43,632	43,050	+ 46	26,393	26,084	+ 76
Atlanta	1,084.7	992.5	+ 55	30,389	29,845	+ 53	16,171	15,464	+ 114
Augusta	49.6	48.5	+ 64	2,590	2,518	+ 62	1,418	1,383	+ 91
Columbus	41.4	41.1	+ 60	634	606	+ 102	1,127	1,117	+ 287
Macon	42.4	39.0	+ 29	-	-	-	-	-	-
Savannah	56.0	56.0	+ 28	-	-	-	-	-	-
LOUISIANA	1,164.0	1,153.4	+ 9	16,639	16,926	+ 29	18,096	18,341	+ 79
Baton Rouge	253.6	233.0	+ 28	3,605	3,757	+ 36	3,673	3,864	+ 48
New Orleans	458.4	469.6	+ 13	6,628	6,618	+ 48	6,746	6,988	+ 79
MISSISSIPPI	217.1	206.1	+ 29	4,917	4,877	+ 24	5,400	5,229	+ 114
Biloxi-Gulfport	28.8	27.1	+ 23	-	-	-	-	-	-
Jackson	38.8	38.7	+ 7	-	-	-	-	-	-
TENNESSEE	865.3	864.8	+ 50	13,940	14,101	+ 49	19,204	18,572	+ 168
Chattanooga	63.2	64.1	+ 6	1,143	1,131	+ 44	1,057	1,012	+ 129
Knoxville	125.7	123.2	+ 46	1,553	1,524	+ 49	763	607	– 6
Nashville	291.5	270.4	+ 67	4,024	4,177	+ 48	9,058	8,511	+ 225

Notes: Labor Force data are from Bureau of Labor Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, June 15, 1984

STATE ECONOMIC INDICATORS

Indicator	April 1984[1]	March 1984[2]	April 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	936,000	921,500	924,400	1.6	1.3
Non-Ag Employment	805,400	799,400	784,400	6.0	21.0
Mining	9,000	9,100	8,800	—0.1	0.2
Contract Construction	32,500	31,900	35,800	0.6	—3.3
Manufacturing	211,800	209,700	197,700	2.1	14.1
Transportation and Public Utilities	38,300	38,300	38,300	—0—	—0—
Wholesale and Retail Trade	167,900	165,700	162,200	2.2	5.7
Finance, Insurance and Real Estate	34,300	34,200	33,400	0.1	0.9
Service	127,900	126,900	125,300	1.0	2.6
Government	183,600	183,500	182,900	0.1	0.7
Unemployment Rate (Per Cent Labor Force)	9.8	9.6	14.5	——	——
Average Weekly Earnings in Manufacturing (Dollars)	281.48	280.78	261.22	0.2	7.8
Average Hourly Earnings in Manufacturing (Dollars)	6.95	6.95	6.63	—0—	4.8
Average Weekly Hours in Manufacturing	40.5	40.4	39.4	—0—	2.8
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,715	2,656	2,651	2.2	2.4
Gasoline Delivered to Dealers (gals.)[6]	133,404	108,569	117,865	22.9	13.2
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[7]	1,693,951	1,777,898	1,599,530	—4.7	5.9
RETAIL SALES (000's)[8]	1,281,386	1,391,591	1,225,369	—7.9	4.6
Indicator	**January 1984**	**December 1983**	**January 1983**	**Per Cent One Month Ago**	**Change One Year Ago**
AGRICULTURE (000's)[9]					
Total Cash Receipts from Farm Marketings	175,611	288,896	280,286	—39.2	—37.3
Cash Receipts from Marketing Livestock	73,636	88,962	71,674	—17.2	2.7
Cash Receipts from Marketing Crops	101,975	199,934	208,612	—49.0	—51.1

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for December

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	April 1984	March 1984	April 1983
Retail Sales	158.5	181.2	211.3
Electric Sales	224.0	227.9	215.8
Gasoline Gallonage	172.3	152.9	153.4

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month April	PerCent Month Ago	Change Year Ago	Current Month April	Month Ago	Year Ago
Aberdeen	52,161	0.9	31.0	——	——	——
Baldwyn	27,373	5.1	23.2	——	——	——
Batesville	53,732	−17.7	−0.8	260,539	206,177	7,000
Bay Springs	29,050	8.5	53.1	——	——	——
Bay St. Louis	49,888	4.5	27.8	309,720	272,823	——
Belmont	12,228	9.1	18.2	——	——	——
Belzoni	35,166	21.6	38.3	——	8,000	3,000
Biloxi	306,919	4.9	10.8	4,457,182	1,666,250	2,710,198
Brandon	50,378	5.7	40.7	449,400	1,076,000	1,416,500
Brookhaven	137,175	7.8	28.1	165,775	472,500	159,000
Brooksville	4,100	43.0	46.6	——	——	——
Canton	66,426	−4.9	7.5	——	——	85,941
Carthage	48,873	2.6	33.7	70,040	188,567	5,500
Charleston	20,082	15.7	24.0	——	——	——
Clarksdale	139,715	−3.2	33.6	——	230,750	564,044
Cleveland	119,202	4.1	44.9	——	——	——
Collins	36,113	32.1	46.6	16,000	117,000	65,000
Columbia	119,689	14.5	41.2	——	——	——
Columbus	285,500	2.1	36.0	578,877	1,066,174	449,792
Corinth	136,931	8.0	32.2	1,374,200	152,765	66,800
Crystal Springs	30,863	1.4	30.3	89,500	13,600	67,000
Drew	10,172	6.5	21.7	——	——	—0—
Edwards	4,702	−4.9	91.0	660	——	——
Ellisville	18,959	7.8	28.2	——	——	——
Eupora	20,194	11.0	31.4	——	——	——
Fayette	11,981	6.7	19.6	——	——	——
Forest	56,267	2.3	13.7	24,900	——	160,000
Greenville	304,480	8.6	30.3	918,815	——	——
Greenwood	172,283	3.6	14.8	426,915	320,615	149,100
Grenada	108,771	3.0	28.5	——	490,000	275,000
Gulfport	310,103	−4.7	17.2	1,674,566	243,055	3,226,270
Hattiesburg	452,212	5.6	22.9	1,678,263	1,616,545	881,042
Hernando	31,206	1.6	82.5	232,285	25,100	223,155
Hollandale	13,916	−6.6	24.9	——	——	34,000
Holly Springs	53,625	15.3	35.4	33,500	——	1,554,385
Houston	41,695	−10.4	29.2	39,300	89,600	168,900
Indianola	74,506	19.9	28.7	——	——	——
Iuka	36,475	30.2	45.4	——	——	——
Jackson	1,795,028	−3.1	23.6	5,921,246	5,430,084	6,384,655
Kosciusko	67,496	−7.8	31.9	584,800	151,000	121,900
Laurel	340,234	0.1	23.3	237,150	411,807	408,125
Leland	27,167	30.4	65.3	139,670	4,700	98,568
Lexington	25,552	11.5	86.5	——	——	——
Louisville	53,632	4.5	10.6	209,032	243,506	221,508
Lucedale	35,169	0.7	12.9	60,580	92,600	50,000
Lumberton	10,098	−10.9	28.4	——	——	——
Macon	19,189	8.7	18.7	——	——	——
Magee	50,664	−3.7	19.2	——	——	——
Magnolia	9,588	−8.7	0.1	——	50,000	11,000
Marks	16,569	−16.3	18.4	268,434	219,575	531,400
McComb	151,532	4.5	37.4	—0—	225,500	—0—
Meadville	4,892	−4.2	−28.1	46,000	——	—0—
Mendenhall	24,610	0.5	33.0	——	——	——
Meridian	443,415	0.2	33.5	1,593,770	1,049,007	719,748
Monticello	22,675	4.3	26.9	135,300	46,700	33,300
Morton	24,723	14.0	39.2	——	——	——
Moss Point	54,407	−11.6	15.3	584,500	103,310	78,993
Natchez	289,468	11.4	37.9	894,570	284,025	289,686
New Albany	71,395	6.9	35.3	——	——	——
Newton	26,945	−12.7	10.6	15,250	47,000	80,600
Ocean Springs	90,551	6.8	36.5	——	——	——
Okolona	17,587	9.7	23.9	——	——	——
Oxford	118,828	6.8	42.0	272,380	110,400	216,800
Pascagoula	259,373	35.4	40.1	——	——	——
Pass Christian	16,826	6.4	27.7	——	——	362,095
Philadelphia	80,584	8.1	57.7	——	——	——

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month April	PerCent Month Ago	Change Year Ago	Current Month April	Month Ago	Year Ago
Picayune	103,743	8.2	29.2	2,129,000	244,000	611,000
Pontotoc	51,389	9.2	31.6	——	——	——
Poplarville	19,098	3.6	22.8	——	——	——
Port Gibson	17,870	11.0	22.6	——	——	——
Prentiss	24,961	—0.8	34.0	200	14,300	21,500
Quitman	26,217	4.9	16.7	——	——	——
Raymond	5,105	—23.8	25.5	——	——	——
Richton	11,749	10.1	20.3	——	—0—	——
Rosedale	6,039	—23.7	—15.4	——	——	——
Ruleville	12,444	12.7	21.7	—0—	3,000	——
Sardis	19,290	8.4	15.4	2,500	33,000	—0—
Senatobia	57,012	7.6	20.7	12,000	560,644	114,000
Shelby	10,238	13.9	—8.0	——	——	——
Starkville	114,411	—4.3	37.7	1,467,000	1,168,000	805,000
Summit	11,249	—14.5	14.0	——	——	——
Taylorsville	14,813	7.2	38.2	——	——	——
Tchula	4,856	28.5	27.1	——	——	——
Tunica	16,582	9.2	—2.8	——	——	——
Tupelo	418,278	12.9	38.8	1,788,570	1,033,008	1,236,247
Union	17,063	—2.6	29.1	——	——	——
Utica	10,348	4.4	56.4	——	——	——
Vicksburg	218,744	—5.1	25.8	532,430	1,200,935	1,616,080
Walnut Grove	1,355	—9.5	—37.5	——	——	——
Water Valley	29,292	18.0	45.9	——	——	14,400
Waynesboro	63,938	7.0	30.0	3,700	——	65,000
West Point	64,902	9.2	42.2	120,100	——	——
Wiggins	28,089	1.3	27.6	——	4,500	43,000
Winona	35,878	—4.5	21.0	5,150	33,000	63,000
Yazoo City	79,117	13.5	40.8	——	72,250	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	April 1984	March 1984	April 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	156,800	155,200	159,100	1.0	—1.5
Unemployed Persons	9,100	9,900	14,000	—8.1	—35.0
Per Cent of Labor Force	5.8	6.4	8.8	——	——
Employed Persons	147,700	145,300	145,100	1.7	1.8
Non-Ag Wage & Salaries	126,900	125,200	124,500	1.4	1.9
Manufacturing	19,200	18,600	18,900	3.2	1.6
CITY SALES TAX COLLECTIONS	1,865,561	1,922,603	1,501,051	—3.0	24.3

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	April 1984	March 1984	April 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	68,080	67,220	71,900	1.3	—5.3
Unemployed Persons	6,470	6,740	9,890	4.0	—34.6
Per Cent of Labor Force	9.5	10.0	13.8	——	——
Employed Persons	61,610	60,480	62,010	1.9	—0.7
Non-Ag Wage & Salaries	52,060	51,240	52,360	1.6	—0.6
Manufacturing	9,130	8,820	9,220	3.5	—1.0
CITY SALES TAX COLLECTIONS	633,848	634,099	554,920	—0.4	14.2

Average Monthly Employment Covered by the Employment Security Law By County, 1981 and 1982

SOURCE: Mississippi Employment Service Commission Computations by the Division of Business Research, Mississippi State University.

County	1981	% of State	% of Change	1982	% of State	% of Change
Adams	14,947	1.95	—0.39	14,988	2.02	0.27
Alcorn	11,622	1.51	—3.41	11,339	1.53	—2.43
Amite	2,014	0.26	—1.32	1,894	0.3	—5.96
Attala	4,263	0.56	—4.86	3,459	0.53	—7.57
Benton	812	0.11	—9.27	767	0.1	—5.54
Bolivar	11,130	1.45	—2.08	10,510	1.41	—5.57
Calhoun	3,331	0.43	—5.74	3,217	0.43	—3.42
Carroll	851	0.11	—10.23	830	0.11	—2.47
Chickasaw	6,793	0.89	—0.79	6,278	0.85	—7.58
Choctaw	1,837	0.24	—2.96	1,605	0.22	—12.62
Claiborne	6,070	0.74	4.51	5,351	0.72	—11.85
Clarke	4,415	0.58	—1.43	4,234	0.57	—4.10
Clay	7,066	0.92	1.10	6,863	0.93	—2.87
Coahoma	9,541	1.24	—3.73	8,886	1.20	—6.87
Copiah	5,903	0.77	—3.50	5,687	0.77	—3.66
Covington	3,320	0.43	—6.18	2,916	0.39	—12.17
DeSoto	10,810	1.41	—1.22	10,532	1.42	—2.57
Forrest	25,812	3.36	—5.39	25,320	3.41	—1.91
Franklin	1,323	0.17	—0.82	1,297	0.18	—1.97
George	2,386	0.31	—1.69	3,243	0.44	35.92
Greene	1,108	0.14	—11.64	904	0.12	—18.41
Grenada	7,742	1.01	—0.95	7,551	1.01	—2.48
Hancock	5,567	0.73	3.07	6,163	0.83	10.71
Harrison	43,033	5.61	0.93	43,555	5.87	2.43
Hinds	116,037	15.12	—1.50	114,552	15.44	—1.28
Holmes	4,305	0.56	—1.71	4,044	0.55	—6.06
Humphreys	2,924	0.38	7.18	2,453	0.40	0.99
Issaquena	275	0.04	30.95	235	0.03	—14.55
Itawamba	4,562	0.59	—1.55	4,338	0.59	—4.91
Jackson	39,328	5.13	35.23	42,837	5.78	8.92
Jasper	2,814	0.37	—4.64	2,722	0.37	—3.27
Jefferson	1,408	0.18	15.88	1,242	0.17	—11.74
Jeff Davis	1,747	0.23	—9.20	1,862	0.25	6.58
Jones	21,446	2.74	5.33	20,671	2.79	—3.61
Kemper	1,334	0.17	—0.60	1,185	0.16	—11.17
Lafayette	8,629	1.12	—4.33	8,380	1.13	—2.89
Lamar	3,425	0.45	8.52	3,714	0.50	8.44
Lauderdale	24,952	3.25	—1.98	24,585	3.31	—1.47
Lawrence	2,608	0.34	—0.69	2,509	0.34	—3.80
Leake	3,857	0.50	2.63	3,858	0.52	0.03
Lee	28,655	3.73	—1.92	28,156	3.80	—1.74
Leflore	13,109	1.71	0.10	12,634	1.71	—3.47
Lincoln	7,215	0.94	—4.07	7,336	0.99	1.68
Lowndes	19,217	2.50	—2.22	19,520	2.63	1.58
Madison	8,307	1.08	3.19	8,074	1.09	—2.81
Marion	6,446	0.84	—1.86	6,175	0.83	—4.20
Marshall	4,932	0.64	—0.86	4,684	0.63	—10.06
Monroe	10,803	1.41	0.38	10,680	1.44	—1.14
Montgomery	2,602	0.34	—6.87	2,413	0.33	—7.26
Neshoba	6,151	0.80	—7.29	6,052	0.82	—1.61
Newton	4,806	0.63	3.20	4,615	0.62	—3.97
Noxubee	2,284	0.30	—0.04	2,120	0.29	—7.18
Oktibbeha	10,531	1.37	0.57	10,332	1.39	—1.89
Panola	6,512	0.85	—4.80	6,069	0.82	—6.8
Pearl River	6,090	0.79	2.82	6,084	0.82	—0.10
Perry	1,641	0.21	—8.58	1,753	0.24	0.68
Pike	9,932	1.29	—1.01	9,556	1.29	—3.79
Pontotoc	5,006	0.65	0.30	4,507	0.61	—9.97
Prentiss	5,884	0.77	—2.41	5,993	0.81	1.85
Quitman	2,449	0.32	—3.24	2,261	0.31	—7.68
Rankin	18,759	2.44	2.98	18,394	2.55	—1.95
Scott	7,736	1.01	—1.99	7,650	1.03	—2.22
Sharkey	2,403	0.31	7.56	2,223	0.30	—7.49
Simpson	5,647	0.74	—3.01	5,527	0.75	—2.13
Smith	3,180	0.41	—0.63	3,065	0.41	—3.62
Stone	2,608	0.34	—1.73	2,250	0.30	—13.73
Sunflower	8,724	1.14	—1.39	8,895	1.20	1.96
Tallahatchie	2,615	0.34	—9.92	2,413	0.33	—7.73
Tate	4,355	0.57	—2.70	4,421	0.60	1.52
Tippah	5,730	0.75	4.33	5,473	0.74	—4.49
Tishomingo	6,445	0.84	3.04	6,482	0.87	0.57
Tunica	2,018	0.26	—2.65	1,914	0.26	—5.15
Union	6,618	0.86	2.86	6,236	0.84	—5.77
Walthall	2,330	0.30	—1.31	2,046	0.28	—0.16
Warren	14,978	1.95	—2.10	14,749	1.98	—1.53
Washington	23,117	3.01	—1.97	21,727	2.43	—6.01
Wayne	4,172	0.54	—2.39	3,861	0.52	—7.45
Webster	2,519	0.33	—1.72	2,395	0.32	—4.42
Wilkinson	2,218	0.29	—0.14	2,122	0.29	—4.33
Winston	4,826	0.64	—0—	4,465	0.60	—4.36
Yalobusha	4,592	0.60	13.89	3,652	0.49	—26.50
Yazoo	6,206	.81	—1.97	6,108	0.82	—1.58
Other	31,881	4.15	0.27	19,932	2.64	—37.48
State Total	767,344		—0.75	741,749		—3.34

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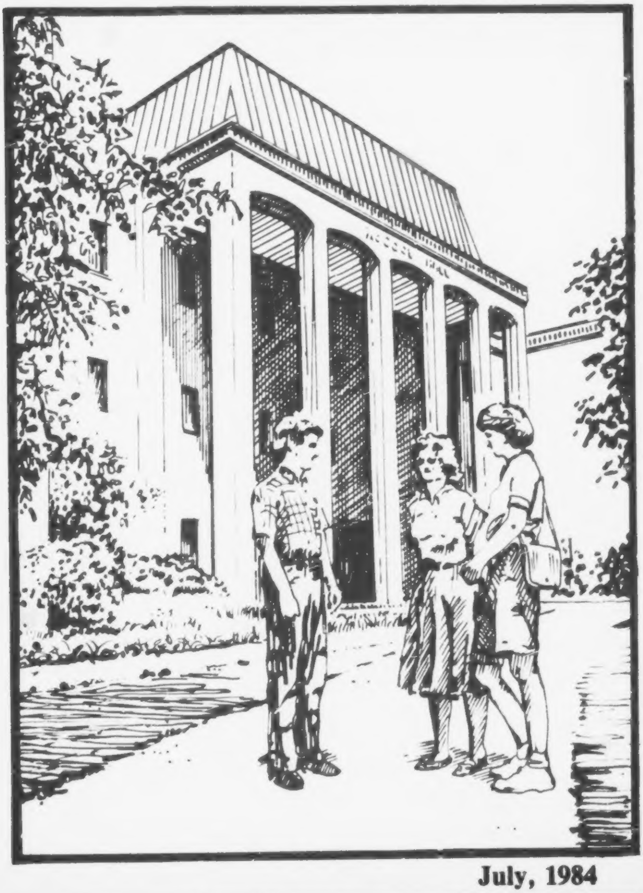
MISSISSIPPI BUSINESS REVIEW



July, 1984

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The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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Tax Consequences of Real Estate Investment

By

Dr. Joseph Albert
and
Dr. P.R. Chandy

Introduction

Any student of economics knows that when a needed resource becomes scarce its value is likely to increase. This is exactly what is happening to real estate as our population and gross national product rise. Projections put our population at 325 million with a fivefold increase in GNP by the year 2000. With this type of growth there is going to be a large demand-generated shortage of real assets which in turn is going to make real estate an even more valuable resource than it is today. This obvious need for real assets combined with the favorable treatment accorded real estate in the tax law, makes real estate a strong investment candidate.

The Economic Recovery Tax Act of 1981 has enhanced real estate's attractiveness as a tax shelter. Indeed, it is possible to increase the rate of return to the equity position in real estate investments as much as 100% through creative tax planning. Such an increase involves **no** additional equity contribution or substantial risk exposure. It comes instead from maximizing the tax shelter components of the investment allowed under ERTA. The important sections of the act that enhance real estate as an investment involve 1) ACRS, the accelerated cost recovery system which enables you to write-off real estate over 15 years; 2) a continued capital gains tax of 20%; and 3) the reporting of gain on the installment basis even if you received more than 30% of the price in the year of sale.[1] The best way to examine tax planning needs in real estate is to do so in a step-by-step analysis of the investment cycle. This cycle involves three phases, an origination phase, an operations phase, and the reversion phase. Each of these phases has very visible tax consequences that will be addressed in order.

I. Origination Phase

Ordinarily a first step in purchasing property is to acquire an option to purchase. There may be any number of reasons why an individual decides on an option instead of an immediate purchase. The most common reason is to allow the investor to lock in the price of the property for a period of time sufficient to do a market and feasibility study of the project. If the project is feasible the option is exercised and the investment made, if not, the investment is abandoned and the option either sold or taken as a tax loss. Other reasons may be to allow time for arranging financing or acquire adjacent property to shield the project from future competitors.

Whatever the reason, if the option holder exercises his privilege and buys the property, the cost of the option is included in the purchase price. If the holder fails to exercise his option in time, then the cost of the option is treated as a loss. If the individual is a dealer in real estate, the loss will be ordinary; if not, then it will be a capital loss. Then again if the holder is not a dealer but the property is depreciable, the loss falls under Section 1231 if held for more than one year; otherwise, it is an ordinary loss.

Another choice is to sell the option to purchase. In this case if the holder recognizes a gain, the type of gain depends on the classification as a dealer or investor in the property. Also, this will depend on the type of property and the length of time the option is held. In short, a sale is treated exactly the same as the failure to exercise above.

Once a positive investment decision has been made, two immediate tasks are undertaken. Initially, the investors' tax basis in the property must be determined, followed by a partitioning of the basis into depreciable and non-depreciable components. Both of these tasks become crucial because an error at this point could lead either to a loss of tax savings or a successful challenge by the IRS.

Tax basis in a real estate investment will generally be substantially greater than the purchase price of the property due to numerous front end costs which must be capitalized rather than expense. Any incurred cost associated with acquiring free and marketable title to real estate becomes part of the tax payers basis in the asset and can be recaptured for tax purposes over the 15 year write-off period. Some examples of such costs are,

1. Appraisal Fees,
2. Survey costs,
3. Attorney Fees,
4. Title Fees and Tax Stamps,
5. Brokerage Fees and Commissions,
6. Other front end costs necessary to begin operations.

In most real estate transactions front-end costs are encountered which are not capitalized into the basis but are deductible over some other period. For example, yield points and loan origination fees on mortgage loans must be deducted ratably over the term of the mortgage. If organizational fees to establish the ownership entity are incurred, a five year write-off is allowed.

It is generally preferable to have front end costs, which are not deducted in the year of acquisition, tied to write-off periods other than that of the depreciable basis. The reasoning is apparent when the disposition of the asset is considered. For example, unamortized front end loan points represent a reduction of ordinary income at the time the property is sold rather than a reduction of the capital gain. Unamortized partnership organizational fees represent an ordinary loss at the time of disposition rather than a reduction of capital gain. It behooves the investor to become creative when assigning front end costs at the origination phase of the real estate investment.

Partitioning the tax basis in the property is the second significant task at the origination phase. It is advantageous to the investors to have the largest defensible depreciable basis and the smallest defensible non-depreciable basis. In general the land and non-wasting improvements to the land are non-depreciable. However, some non-wasting improvements such as plants, shrubs, and trees which are adjacent to buildings can be recaptured in the 15 year write-off period. The logic for such recapture lies in their inevitable destruction at the time the building is demolished or removed, thereby tying their life to the economic life of the building.

The best evidence of depreciable basis in the eyes of the IRS is the expert opinion of a professional appraiser. It is however, not the only evidence. Valuations of the local property tax assessor are often acceptable as an indication of the relative values of the two basis components. In some cases values specified in the contract of sale and purchase can be used to support the partitioning. Whatever evidence is used to determine the depreciable basis, it should be sufficient to defend the value if challenged by the IRS.

II. Operations Phase

If the investor plans to keep the income-producing property for an extended length of time, this phase is of the utmost importance. No discussion here would be adequate without a good look at the new ACRS rules of Section 168 of the Internal Revenue Code. This is where the real enhancement of real estate comes from in the new act. Real property (except land) can now be written off in 15 years. The traditional straight line method may be used or 175% declining balance combined with a switch to straight line when it is most advantageous. Periods of 35 and 45 years may also be used but without 175% declining balance. Only straight line may be used over these extended periods.

Something new has been tossed in for recapture. If the 175% declining method is used on nonresidential type property, all depreciable taken is recaptured as ordinary income. If the declining balance method is used on residential property (i.e., apartment complexes), then the excess amount of the declining balance depreciation taken over straight line is recaptured as ordinary income. The rest of the gain would be capital gain.

The choice between accelerated and straight line depreciation rests on the anticipated holding period of the investor and his susceptibility to tax preference treatment. In the absence of minimum tax on excess depreciation, accelerated depreciation is the automatic choice for the high income, tax conscious investor in residential property. For the investor in commercial property accelerated depreciation is desirable only when an extended holding period is anticipated because of the complete recapture as ordinary income of all depreciation taken.

The minimum tax on excess depreciation makes straight line the only choice for many investors no matter what type of property is being purchased. For those investors who cannot shelter excess depreciation from the minimum tax, accelerated depreciation should only be used when the present value of the tax savings during the operations phase is greater than the present value of the relatively larger tax burden at reversion. The tax conscious investor should consult with his tax advisor on his minimum tax profile before choosing the accelerated write-off.

During the operation phase there is going to be repair expense. There is a fine line between whether these expenses are going to be deductible immediately or over the life of the property. Repairs and maintenance that do not extend the life of the property will normally pass as currently deductible; but if the repair work noticeably enhances the life span of the property, it must be capitalized and depreciated.

A new twist in the law enables commercial real property that has been revitalized after 1981 to get an investment credit of 20% for buildings of 40 years old or older and 15% if between 30 and 40 years. One catch here is that this is allowed only if the straight line method of depreciation is chosen and so long as the revitalization expenditures are more than the property's adjusted basis.

III. Reversion Phase

Probably the most involved phase as far as tax planning goes is the termination or reversion phase. The law leaves us several alternative ways to lessen the tax burden from disposition of the property. The investor may be faced with the not so uncommon situation where his property has been destroyed by some natural cause. The tax rules involved are rather simple as tax law goes but still need some re-wording. Under Section 165, a casualty loss (i.e., insurance does not cover the entire adjusted basis) is taken in the casualty year. The loss may be deductible in the succeeding year of the area is declared a disaster area. In that case you have the option of selecting which year to use. This might be taken into consideration in tax planning according to your taxable income in the year of loss or succeeding years.

Not to be sarcastic, gains may be realized from a casualty. This would normally happen where the insurance proceeds received are more than the adjusted basis of the property destroyed. This gain will be recognized. The Congress did think a little about the "wherewithal to pay" concept and enacted Section 1033 which gives the taxpayer two years after the casualty year to replace the lost property. Section 1033 makes a slight distinction in the type of replacement property that can be used. For instance, if the property owner actually uses the property he must replace that property with as close a substitute as possible (i.e., a farm with a farm). If, on the other hand, the owner is an investor, he has a little more room to operate and might get away with reinvesting in something else so long as it was real estate. So long as the price paid for the property is as much as any insurance proceeds received, then no gain is recognized until later disposal.

Another property disposal that happens from time to time is condemnation (eminent domain law). Again, under Section 1033 an individual has 3 years after the condemnation year to replace the property. If, the owner replaces condemned property with property that costs at least as much as the proceeds received, he can avoid the casualty gain.

The most often used method of termination is an outright sale of the property. The sale under the new law can very easily fall under the installment sale provision of the code. Any extended payment plan started after 10/19/80 will be considered under the installment provisions of Section 453 unless the seller decides not to use Section 453 and thus recognize the entire gain in the first year. This option may come in handy if the investor knows this projected income for coming years is fairly accurate. In this way he may be able to avoid the higher tax rates under our present graduated tax system. Section 453 also assumes that more cash is received than is actually the case, if the property sold was subject to a claim against it in an amount in excess of its adjusted basis. This in turn increases the gain to be recognized.

The seller must be wary of Section 453 when assuming the entire amount of the installment coming in every year is capital gains income. In fact, the code will force the seller to charge a certain amount of interest to be recognized at ordinary rates. If the installment agreement does not charge 9% interest on a sale after 6/30/81, then 10% interest will be assumed charged by the IRS and will convert the supposed interest received to ordinary income. With the restrictive nature of the installment sale, the seller may be concerned about its real usefulness in a disposition. He will need only remember that this provision is to help him spread his gain over time to lower his tax burden and that any imputed interest recognized is going to be rather small when compared to recognizing the entire gain in the one year.

The law used to require the seller to receive not more than 30% of the selling price in the sell year, but under the new Act, has been discontinued. Also under 453(b) the seller can now have as few as 2 payments (first and second) and they will still be considered as installments.

Under the Installment Sales Revision Act passed in 1980, installment sales were discontinued for sale to certain elated parties. This act is not as restrictive as it appears. If, for instance, a father sells property to his son, an installment can still be used with resulting capital gains treatment. Under Section 453(3), if the son sells his newly acquired property before the father is completely paid off, the father will have to recognize the remainder of the installment in that year. All the son has to do to pass over this hurdle is to make sure the sale is under an installment agreement longer than his father's or sell it two years later. Care must be taken when related parties are involved with a much closer examination of the code that can be accorded here.

A sometimes popular alternative to a sale is a "like-kind" exchange under Section 1031. Here no gain **or loss** is recognized when the property used in a trade or business, or held for investment is traded for "like-kind" property (i.e., real property for real property). This could easily be a way to step up a depreciable basis without spending any cash (or very little cash). A good way to picture this is by way of an example. For instance, suppose you own some residential property worth about $1 million with an outstanding mortgage of $500,000 and an adjusted basis of $450,000. You find some real estate (not necessarily residential property) you can effect a trade for. Its value is $2.1 million with a $1.5 million debt against it. To effect the trade you must pay $100,000 to balance the equities.

The computation of realized and recognized gain and new basis in an exchange would be :

Realized and Recognized Gain

Value of real estate received	$2,100,000
Less: Additional debt assumed	(1,000,000)
Cash (Boot) paid	(100,000)
Basis in old property	(450,000)
Gain realized	$550,000
Gain recognized	-0-

New Basis Computation

Basis in old property	$450,000
Plus: Additional debt assumed	1,000,000
Cash (Boot) paid	100,000
New Basis	$1,550,000

A couple of things have been accomplished: 1) no tax is paid and 2) you have stepped up your depreciation deduction. Looking beyond the numerical example, this method can be very popular if the individual is short of needed cash. There is a problem though; if the individual's old basis is pre-1981 basis, he will not be able to use ACRS on it. But he will be able to use the 15-year write-off of ACRS on any new basis acquired.

Even though an individual may not want to recognize any gain in the year of sale but will have to if he effects a trade in which he receives boot, he may still be able to get out of immediate recognition. This can be done by accepting a note instead of cash and recognizing the gain on the installment basis as the note is paid off. The same installment rules discussed previously will be applicable.

The last relatively common problem (especially in recessionary times as we have now) is when the seller has to repossess the property. Under Section 1038 he will have to recognize gain in the amount of any payments received. The rules are considerably more complicated, but the emphasis here is to make the reader aware of the potential recognition upon repossession.

Conclusion

If population in the United States continues to grow and the tax laws continue to provide favored treatment for real estate, then real estate will remain a strong candidate for investment purposes. The Economic Recovery Tax Act of 1981 has enhanced the attractiveness of real estate as a tax shelter. Substantial tax benefits can be derived from real estate investments through deductions for interest payments on mortgages, property taxes and depreciation on buildings. In this paper, we have shown that one can substantially increase the return on equity (in a real estate investment) through creative tax planning. A step by step analysis of the investment cycle consisting of the origination phase, operations phase and the reversion phase was provided to explain the tax consequences of real estate investment.

It is important to plan ahead, and to keep track of new developments in tax laws. Tax research is especially important, since no two situations are exactly alike in real estate transactions.

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Dr. Albert

Dr. Chandy

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NEW AND EXPANDED INDUSTRY

Town	Firm	Product	No. of Employees
NEW			
Aberdeen	**Valley Grain Co.**	Grain Storage Complex	60
Centerville	**Miss. Hardwood, Inc.**	Lumber & Wood Products	25
Horn Lake	**Moore & Sons**	Armored Trucks	100
Okolona	**Chieftain Sportswear**	Men's shorts, swim trunks	20
Pittsboro	**Washington Furniture Mfg. Co. #2**	Living Room & Den Furniture	40
Pontotoc	**Landmark Co.**	Upholstered Furniture	50
Tupelo	**McMann Cabinet Co.**	Custom Cabinets & Furniture	2
Winona	**U.S. Cattle Corp.** **(South Bay Growers, Inc.)**	Corrogated Plastic	35
EXPANDED			
Belzoni	**Jockey International**	Garment	5
Burnsville	**Dixie Sportswear**	Sportswear	200
Cary	**Belmont Gin Co.**	Cotton Gin	3
Kosciusko	**Interstate Industries**	Auto Wire Harness	60
Louisville	**Superior Wood Treatments, Inc.**	Treated Wood Products	71
Pontotoc	**Pontotoc Springs**	Coil Springs	10
Tupelo	**Day-Brite Corp.**	Light Fixtures	200
West Point	**Fisher Marine, Inc.**	Boats	-0-

GENERAL FUND
Comparing July 1, 1983-May 31, 1984

	May 1984	May 1983
Sales Tax	$55,454,018(1)	$49,666,042
Use & Wholesale Compensating Tax	7,372,122 (2)	8,156,108
Individual Income Tax	26,651,846	29,550,000
Corporate Tax	6,081,886	3,405,960
Tobacco Tax	2,617,440	2,600,303
ABC Division	1,625,778	2,378,099
Beer & Wine Tax	1,985,239	1,814,322
Oil Severance Tax	2,500,000	3,114,980
Estate Tax	1,054,113	582,033
Statewide Privilege Tax	168	37,612
Installment Loan Tax	14,949	8,392
Gas Severance Tax	1,568,359	2,371,834
Insurance Premium Tax	10,466,610	10,241,565
Auto Tag Fees	321,345	339,627
Auto Privilege Tax	190,266	123,534
Title Fees	111,951	107,678
Petroleum Tax	383,606	415,890
Admission Tax	32,544	27,226
Timber Severance Tax	——	24,859
Slot Vending Tax	10,396	19,266
Pulpwood Scaling Fees	8,574	9,807
Fire Marshal Fees	12,359	1,461
Freeport Warehouse Tax	10	10
Aircraft Registration Fees	1,157	4,980
Int. on Direct Deposits	67,597	46,009
Tax Commission Transfer to Gen. Fund	$118,532,331	$115,047,600
Tax Comm. Special Fund Transfers	46,707,866	44,878,176
Tax Commission Total Transfers	$165,240,197	$159,925,776

(1) 2% Discount allowed and not included-$680,124

(2) 2% Discount allowed and not included-$ 43,133

Tax Commission Cash Balance May 31, 1984-$39,987,244

Tax Commission Cash Balance May 31, 1983-$10,799,992

COLLECTIONS
With July 1, 1982-May 31, 1983

7/1/83 to 5/31/84	7/1/82 to 5/31/83	Increase or Decrease over Prior Year	
		Amount	Percent
$476,037,508 (1)	$441,096,529	$34,940,979	7.92
88,699,018 (2)	73,011,861	15,687,157	21.49
222,038,074	170,642,977	51,395,097	30.12
146,525,726	104,400,261	42,125,465	40.35
26,363,473	26,920,185	(556,712)	(2.07)
26,807,803	26,727,288	80,515	0.30
19,821,197	19,565,569	255,628	1.31
40,521,243	44,299,157	(3,777,914)	(8.53)
8,200,895	7,642,224	558,671	7.31
389,531	741,969	(352,438)	(47.50)
2,186,432	1,983,222	203,210	10.25
25,728,898	32,660,853	(6,931,955)	(21.22)
41,984,845*	49,045,719*	(7,060,874)	(14.40)
4,303,337	4,060,979	242,358	5.97
3,538,646	3,265,496	273,150	8.36
1,181,470	1,096,634	84,836	7.74
4,662,108	4,452,055	210,053	4.72
338,077	286,048	52,029	18.19
43,569	419,570	(376,001)	(89.62)
644,094	651,969	(7,875)	(1.21)
102,526	75,279	27,247	36.19
156,534	200,061	(43,527)	(21.76)
160	150	10	6.67
13,267	14,857	(1,590)	(10.70)
683,645	46,009	637,636	——
$1,140,972,075	$1,013,306,924	$127,665,151	12.60
536,541,881	464,204,921	72,336,960	15.58
$1,677,513,956	$1,477,511,845	$200,002,111	13.54

(1) 2% Discount allowed and not included-$6,352,783

(2) 2% Discount allowed and not included-$818,681

*Collections reflect four quarters in FY 1983 and three quarters in FY 1984.

Food Stamp Participation By County, May, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $130.79)	Number of Persons[3] (Average Allotment $41.62)	Coupon Value[4] (Average Per Meal $.46)
Adams	2,750	7,935	359,233
Alcorn	2,048	5,074	204,350
Amite	831	2,896	103,888
Attala	1,649	4,439	191,437
Benton	712	2,381	91,443
Bolivar,	4,127	15,666	646,053
Calhoun	464	2,550	92,201
Carroll	787	2,315	85,979
Chickasaw	966	2,621	87,770
Choctaw	677	1,882	72,726
Claiborne	1,183	3,793	167,195
Clark	1,118	3,036	118,182
Clay	1,537	4,778	205,263
Coahoma	3,702	13,271	558,299
Copiah	1,891	6,084	246,910
Covington	1,148	3,728	143,020
DeSoto	1,880	6,385	255,384
Forrest	4,195	11,487	518,821
Franklin	826	2,344	95,540
George	1,199	3,628	160,213
Greene	920	2,788	121,422
Grenada	1,151	3,546	138,237
Hancock	1,748	4,886	224,366
Harrison	6,070	18,724	855,997
Hinds	13,596	40,975	1,875,046
Holmes	3,344	11,103	480,863
Humphreys	1,203	4,654	176,604
Issaquena	230	939	32,774
Itawamba	792	1,915	65,725
Jackson	4,963	16,006	801,348
Jasper	1,210	3,866	146,364
Jefferson	907	3,010	112,456
Jeff Davis	1,303	4,028	160,355
Jones	2,894	8,220	323,980
Kemper	697	2,299	83,416
Lafayette	1,052	3,053	115,147
Lamar	1,551	4,321	188,824
Lauderdale	3,944	11,652	495,729
Lawrence	830	2,379	94,697
Leake	1,767	5,110	201,120
Lee	2,009	5,199	207,207
Leflore	3,018	10,884	447,826
Lincoln	2,106	6,301	263,323
Lowndes	2,672	8,700	363,577
Madison	3,321	11,616	496,200
Marion	1,670	5,257	228,218
Marshall	2,754	9,293	371,065
Monroe	1,889	5,737	219,667
Montgomery	1,308	3,825	134,369
Neshoba	1,481	4,164	156,067
Newton	1,202	3,400	127,129
Noxubee	1,541	5,318	208,363
Oktibbeha	1,992	6,104	262,192
Panola	2,387	8,791	348,058
Pearl River	1,975	5,718	249,538
Perry	1,082	3,011	122,860
Pike	2,471	7,452	332,387
Pontotoc	1,063	2,594	93,542
Prentiss	1,198	3,135	114,376
Quitman	1,300	4,843	195,604
Rankin	2,026	6,099	247,732
Scott	1,488	4,577	172,047
Sharkey	903	3,689	140,850
Simpson	1,302	3,663	142,534
Smith	792	2,370	82,371
Stone	727	2,415	105,474
Sunflower	2,607	10,664	410,414
Tallahatchie	1,809	7,058	283,923
Tate	1,410	4,481	167,643
Tippah	1,278	3,484	127,332
Tishomingo	1,061	2,577	94,762
Tunica	1,248	4,470	100,126
Union	1,073	2,907	100,126
Walthall	1,173	3,987	158,187
Warren	2,950	8,723	393,861
Washington	6,035	21,141	927,680
Wayne	1,760	5,350	224,119
Webster	677	1,749	66,367
Wilkinson	1,076	3,351	131,756
Winston	1,722	5,117	196,914
Yalobusha	981	2,702	101,216
Yazoo	2,717	8,441	363,287
State Total	159,667	501,774	$20,882,942

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of person.

[4] Average per meal is determined by dividing the average allotment per person ($41.62) by total number of average meals a month (90).

Sales Indicated By Sales Tax Collections During May, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,963	36,643
Alcorn	982	18,156
Amite	232	5,580
Attala	453	8,140
Benton	71	1,356
Bolivar	987	18,709
Calhoun	313	6,159
Carroll	114	2,220
Chickasaw	380	7,412
Choctaw	132	2,759
Claiborne	345	10,871
Clarke	253	5,503
Clay	418	8,055
Coahoma	1,034	19,249
Copiah	478	9,494
Covington	542	9,805
DeSoto	890	17,443
Forrest	3,228	59,951
Franklin	163	3,786
George	302	5,500
Greene	111	2,118
Grenada	759	13,213
Hancock	710	12,722
Harrison	6,328	128,446
Hinds	12,743	244,409
Holmes	357	6,365
Humphreys	269	5,318
Issaquena	10	304
Itawamba	294	5,804
Jackson	3,080	67,108
Jasper	304	5,764
Jefferson	86	1,602
Jeff Davis	259	5,023
Jones	2,573	48,621
Kemper	118	2,277
Lafayette	829	18,020
Lamar	542	9,804
Lauderdale	3,282	63,010
Lawrence	192	3,630
Leake	405	7,720
Lee	3,078	58,880
Leflore	1,343	25,237
Lincoln	934	16,934
Lowndes	2,110	40,305
Madison	1,412	26,826
Marion	839	15,829
Marshall	469	8,575
Monroe	1,040	23,389
Montgomery	287	5,317
Neshoba	553	10,191
Newton	409	7,791
Noxubee	198	3,710
Oktibbeha	944	17,088
Panola	784	14,975
Pearl River	892	16,535
Perry	214	7,088
Pike	1,374	25,613
Pontotoc	363	7,043
Prentiss	517	10,543
Quitman	194	3,818
Rankin	2,556	50,385
Scott	615	11,641
Sharkey	177	3,365
Simpson	578	11,127
Smith	179	3,565
Stone	246	4,443
Sunflower	752	15,159
Tallahatchie	278	5,190
Tate	453	8,442
Tippah	450	8,442
Tishomingo	392	7,289
Tunica	184	3,483
Union	466	8,808
Walthall	261	5,006
Warren	1,809	36,288
Washington	2,235	40,900
Wayne	475	8,740
Webster	196	3,625
Wilkinson	241	4,575
Winston	367	6,804
Yalobusha	243	4,494
Yazoo	804	15,153
State Total	82,247	1,604,425

Software Tax Issues Affect Developers *and* Users

Like a glitch in the computer, tax considerations of computer software may need some troubleshooting on the part of most companies. These tax concerns affect every business that uses software—whether it's acquired from outside, developed internally for its own use or developed for licensing and resale. Unless a company is very careful, it may find itself with either more taxes or fewer deductions than it should have.

According to George J. Yost, a Boston-based C&L partner specializing in high tech companies, "The U.S. computer industry is experiencing severe foreign competition from both manufacturers and governments. Under the circumstances, you'd think the government would adopt tax policies that provide incentives for software development to help us maintain our competitive lead. But this hasn't always been true. In some cases, the tax laws actually provide disincentives."

Here's a rundown of what to look for and look out for.

Does Software Development Qualify as Research?

One of the most important tax incentives for high tech companies is the research tax credit, inserted in the tax law of 1981. This credit is available only to businesses that *increase* their research expenditures, and the credit is 25% of any year's increase in research spending over a defined base period level.

In interpreting this provision, however, the IRS took the position that software development costs would generally not constitute research that qualified for the credit. After a storm of protest, the IRS indicated it would back off its original position and make the credit more available to software developers. To date, though the IRS has yet to publish its final regulations. What will finally happen remains uncertain.

Investment Tax Credit

It's not clear whether software is eligible for the investment tax credit at the moment a user acquires it. The IRS position is that the investment credit can be taken only on software that's purchased with computer hardware, where both software and hardware costs are included. Implicit in this is that investment credit will not be allowed on software purchased separately from hardware.

Even so, there may be a position available to taxpayers who purchase software separately to take investment credit on it.

DISC Benefits

Another software question arises in connection with the Domestic International Sales Corporation (DISC). Businesses are allowed to organize DISC subsidiaries to postpone income tax on part of the profits from exports. The problem is that the DISC provisions apply only to qualified tangible property, and the question could arise: Will software be treated as qualified DISC property? There are several substantive arguments that can be made about why software should qualify for DISC benefits. But software developers that do business internationally need to consider this issue carefully.

Licensing Software to Foreign Users

Many foreign countries impose a withholding tax on software licensing fees paid by their nationals to U.S. companies. This tax could be extremely burdensome, since it's usually a percentage of *gross* licensing payments.

Thus, for example, if a company earns a 30% profit on its gross licensing revenue, then a 20% withholding tax would constitute 67% of the company's taxable income.

Personal Holding Company Status

There's a possibility that some new software development companies might be subject to the punitive taxes that apply to personal holding companies. (In a personal holding company, more than 50% of the stock is owned by no more than five individuals and at least 60% of its gross income is received from royalties and rents.) So, a software company that licenses its product may well have a personal holding company problem. Though if it sells the product, there shouldn't be any difficulty.

Collapsible Corporations

This is another area of tax uncertainty. If a software company is sold before the software it owns has produced a substantial part of its potential revenue, it may be treated as a collapsible corporation. That means that the profit on the sale of the stock could be taxed as ordinary income rather than as capital gain.

Open Questions

A great deal of ambiguity exists at both the federal and state levels on how software should be taxed. And there are several major open tax questions facing the software industry that need to be addressed quickly.

One important reason for this state of affairs is that technology has advanced faster than tax law. Thus, the current set of tax rules that provides various incentives, like the investment tax credit, and penalties or disincenties, like the personal holding company tax, simply are inappropriate when applied to software. These laws were clearly not designed with the software industry in mind. As a result, the software industry has found itself in the position of having to deal with a set of tax rules that aren't only ambiguous when applied to it, but in many respects actually discriminate against it.

Concludes Yost, "Given software's widespread applications and importance to most businesses, this is a situation that should be rectified as soon as possible. Until then, both developers and users of software have to be alert to the tax issues they may face."

SOURCE: Coopers & Lybrand, **Executive Alert Newsletter**, May, 1984.

Crop and Livestock Reporting Service

MISSISSIPPI AND U.S. INDEX NUMBERS
1977 = 100

GROUP	May 15 1983	April 15 1984 1/	May 15 1984
MISSISSIPPI			
All Commodities	108	127	129
All Crops	92	113	122
Oil Bearing	88	118	123
Cotton	98	106	122
Livestock & Livestock Products	129	147	139
Meat Animals	166	165	158
Poultry	98	136	127
Dairy	133	132	128
Ratio of Prices Received to Paid 2/	67	77	78
United States			
Prices Received	137	146	144
Prices Paid, Interest, Taxes & Wage Rates	161	166	166
Parity Ratio 3/	85	88	87

1/ Revised. 2/ Ratio of Miss. Prices Received to U.S. Prices Paid. 3/ Ratio of Index of Prices Received by Farmers to Index of Prices Paid, Interest, Taxes and Farm Wage Rates.

SOURCE: Mississippi Crop and Livestock Reporting Service, Jackson, Mississippi, April 6, 1984.

Mississippi Agriculture Report
May, 1984

The May 15, 1984 Index of Prices Received by Mississippi Farmers for all commodities was up 2 points, (2 percent) at 129 percent of its January-December 1977 average. The **All Crops Index** was up 9 points (8 percent) at 122 percent of its January-December 1977 average. The **Livestock Products Index** was down 8 points (5 percent) at 139 percent of its January-December 1977 average.

PRICES RECEIVED AND PAID BY FARMERS--MISSISSIPPI

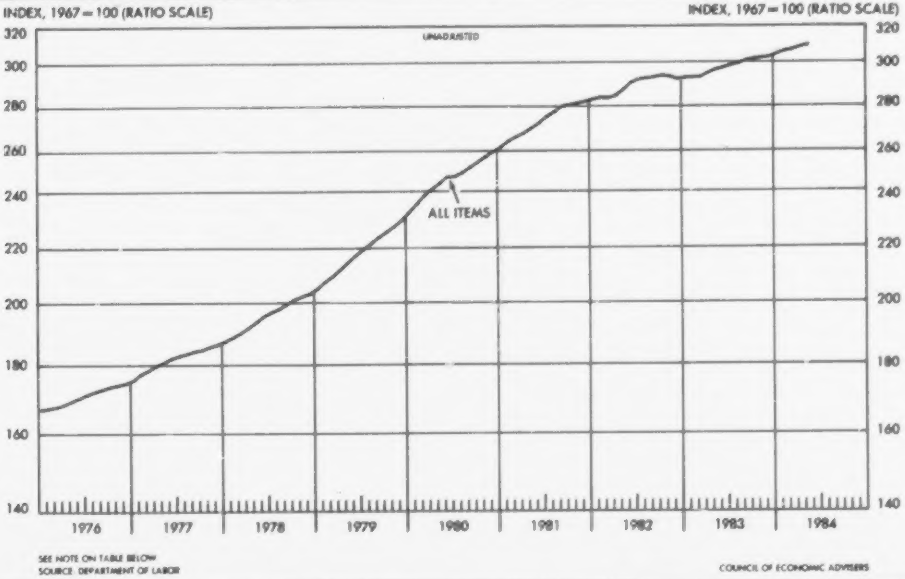
COMMODITY	UNIT	May 15 1983	Apr 15 1984 3/	May 15 1984
		---Dollars---		
PRICES RECEIVED				
Rice 4/	Cwt.	8.23	8.49	8.08
Sweet potatoes	Cwt.	7/	7/	7/
Soybeans	Bu.	6.33	7.87	7.28
Cotton	Lb.	.587	.634	.735
Cottonseed	Ton	7/	7/	7/
Hogs 4/	Cwt.	45.90	47.50	47.80
Cows	Cwt.	40.00	39.50	38.20
Steers & Heifers	Cwt.	57.70	58.00	56.80
Beef Cattle	Cwt.	47.70	48.40	47.10
Calves	Cwt.	60.30	58.50	54.20
Milk Cows 1/	Head	6/	880.00	6/
All Milk, Whsl.	Cwt.	13.60	13.40	13.00
Fluid	Cwt.	13.60	13.50	——
Mfg.	Cwt.	12.60	11.80	——
Comm. Broilers 2/	Lbs.	.260	.355	.345
Eggs	Doz.	.578	.838	.641
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	11.00	12.00	12.00
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.50	13.50	13.50
Cottonseed Meal, 41% Protein	Cwt.	12.00	14.50	15.00
Soybean Meal, 44% Protein	Cwt.	13.50	13.50	14.00
Dairy Feed, 16% Protein	Ton	179.00	198.00	200.00
Chick Starter	Ton	192.00	197.00	198.00
Laying Feed	Ton	158.00	190.00	190.00
Broiler Grower	Ton	197.00	190.00	194.00

1/ Animals sold for dairy herd replacement only. 2/Liveweight equivalent. 3/Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/U.S. Price. 5/Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October.

SOURCE: Mississippi Crop and Livestock Reporting Service.

CONSUMER PRICES

In May, the consumer price index for all urban consumers rose 0.2 percent seasonally adjusted (0.3 percent not seasonally adjusted). The index was 4.2 percent above its level in May 1983.



SEE NOTE ON TABLE BELOW
SOURCE: DEPARTMENT OF LABOR

COUNCIL OF ECONOMIC ADVISERS

[1967 = 100, except as noted; monthly data seasonally adjusted, except as noted]

Period	All items [1] NSA	Food	Housing: Total [1]	Housing: Shelter: Total	Housing: Shelter: Renters' costs [2]	Housing: Shelter: Home-owners' costs [2] NSA	Housing: Shelter: Maintenance and repairs NSA	Housing: Fuel and other utilities	Apparel and upkeep	Transportation: Total [1]	Transportation: New cars	Transportation: Motor fuel [3]	Medical care	Energy [4]	All items less food, energy, and shelter
Rel. imp. [5]	*100.0*	*18.7*	*37.6*	*21.5*	*7.0*	*14.0*	*0.5*	*8.2*	*5.2*	*21.5*	*3.5*	*5.9*	*6.1*	*11.9*	*47.9*
1976	170.5	180.8	174.6	179.0	....	....	199.6	182.7	147.6	165.5	135.7	177.9	184.7	189.3	159.9
1977	181.5	192.2	186.5	191.1	....	....	214.7	202.2	154.2	177.2	142.9	188.2	202.4	207.3	169.5
1978	195.4	211.4	202.8	210.4	....	....	233.0	216.0	159.6	185.5	153.8	196.3	219.4	220.4	179.1
1979	217.4	234.5	227.6	239.7	....	....	256.4	239.3	166.6	212.0	166.0	265.6	239.7	275.9	191.5
1980	246.8	254.6	263.3	281.7	....	....	285.7	278.6	178.4	249.7	179.3	369.1	265.9	361.1	208.3
1981	272.4	274.6	293.5	314.7	....	....	314.4	319.2	186.9	280.0	190.2	410.9	294.5	410.0	228.1
1982	289.1	285.7	314.7	337.0	....	....	334.1	350.8	191.8	291.5	197.6	389.4	328.7	416.1	245.6
1983	298.4	291.7	323.1	344.8	103.0	102.5	346.3	370.3	196.5	298.4	202.6	376.4	357.3	419.3	258.4
1983: May	297.1	292.1	321.1	342.3	102.2	102.0	344.3	368.4	195.7	296.4	201.1	379.8	354.8	420.5	256.3
June	298.1	291.5	321.9	343.3	102.5	102.2	345.1	369.3	196.3	297.3	201.3	381.0	356.5	421.6	257.1
July	299.3	291.2	323.2	345.1	103.1	102.7	346.1	370.7	197.3	298.7	201.7	382.5	358.5	423.2	258.4
Aug	300.3	291.7	324.1	346.3	103.6	103.0	347.9	371.9	197.9	300.8	203.3	383.7	360.3	424.6	259.7
Sept	301.8	292.3	325.3	348.0	104.2	103.5	346.6	372.9	198.2	302.8	204.9	383.7	361.7	425.1	260.9
Oct	302.6	293.5	326.0	349.3	104.6	103.9	351.1	372.2	198.2	304.4	205.5	383.2	362.9	424.2	262.2
Nov	303.1	294.1	327.4	350.7	105.0	104.3	353.4	374.4	198.5	305.5	205.3	381.6	364.7	424.5	263.5
Dec	303.5	295.4	328.1	351.8	105.3	104.5	354.7	373.8	198.5	306.1	205.7	379.8	366.0	423.3	264.2
1984: Jan	305.2	300.2	329.6	353.0	105.7	104.9	356.7	378.2	199.0	306.7	205.6	375.9	368.6	421.7	265.8
Feb	306.6	302.2	331.1	353.8	106.0	105.1	353.5	384.8	198.5	306.6	206.4	370.5	371.5	422.7	266.7
Mar	307.3	301.8	331.2	355.3	106.5	105.6	355.3	380.9	198.6	309.4	207.4	374.0	373.5	421.8	267.8
Apr	308.8	301.7	333.3	357.6	107.4	106.2	356.3	383.9	198.5	311.2	207.6	375.4	375.3	424.7	269.1
May	309.7	300.9	334.1	358.7	107.8	106.5	357.3	384.6	198.6	312.7	207.2	376.1	377.3	425.4	270.0

[1] Includes items not shown separately.
[2] December 1982 = 100.
[3] Includes direct pricing of diesel and gasohol beginning September 1981.
[4] Fuel oil, coal, and bottled gas; gas (piped) and electricity; and motor fuel. Motor oil, coolant, etc. also included through 1982.
[5] Relative importance, December 1983.

NOTE.—NSA indicates data are not seasonally adjusted.

Data beginning 1978 are for all urban consumers; earlier data are for urban wage earners and clerical workers.

Data beginning 1983 incorporate a rental equivalence measure for homeownership costs and therefore are not strictly comparable with figures for earlier periods.

Source: Department of Labor, Bureau of Labor Statistics.

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	Apr. 1984	Mar. 1984	Annual % Change	Apr. 1984	Mar. 1984	Apr. 1983	Apr. 1984	Mar. 1984	Annual % Change
ALABAMA	1,346.2	1,333.0	+ 3	11.0	12.3	14.4	120.2	118.8	+ 16
Birmingham	341.8	338.9	+ 2	10.1	11.2	13.8	56.2	54.2	+ 14
Huntsville	136.9	135.8	+ 6	8.8	10.2	10.6	23.3	24.9	+ 20
Mobile	147.5	146.4	+ 3	12.5	14.1	16.6	24.3	24.9	+ 7
Montgomery	109.3	108.4	+ 3	8.9	9.6	11.9	13.4	14.8	+ 9
FLORIDA	4,130.8	4,117.3	+ 7	5.7	5.4	8.4	2,154.5	2,720.8	− 1
Daytona Beach	90.8	90.8	+ 5	4.7	4.6	6.9	28.0	27.0	+ 1
Ft. Lauderdale	385.8	385.1	+ 4	4.6	4.3	7.2	289.9	368.0	+ 18
Jacksonville	322.9	321.2	+ 4	5.4	5.0	8.0	106.6	89.7	+ 12
Melbourne	124.7	123.4	+ 8	5.0	4.7	7.6	35.2	36.4	+ 40
Miami	751.9	753.4	+ 2	6.7	6.4	9.8	845.7	897.9	+ 11
Orlando	356.8	356.0	+ 5	5.4	4.9	6.8	432.4	455.7	+ 21
Sarasota	84.3	84.4	+ 3	3.8	3.6	6.4	77.8	99.9	0
Tallahassee	79.2	79.1	+ 2	3.8	3.3	5.0	29.4	28.5	+ 10
Tampa-St. Pete	627.5	628.8	+ 2	5.1	4.5	7.6	457.2	464.5	+ 18
West Palm Beach	250.5	250.9	+ 6	5.6	5.2	8.1	212.3	253.2	+ 18
GEORGIA	2,378.4	2,343.7	+ 6	5.8	6.3	7.8	1,788.0	1,793.6	+ 3
Atlanta	1,097.6	1,093.1	+ 5	4.8	5.1	6.5	1,715.5	1,732.3	+ 3
Augusta	126.6	126.6	+ 1	7.3	7.6	9.7	16.7	13.7	+ 28
Columbus	83.4	83.1	+ 5	7.3	7.5	9.3	8.6	8.6	− 34
Macon	102.9	102.8	+ 2	6.4	7.3	7.7	4.9	4.6	+ 13
Savannah	92.3	91.7	+ 3	7.1	7.3	8.7	42.3	34.3	+ 20
LOUISIANA	1,569.6	1,566.6	+ 1	8.9	9.2	12.4	288.4	294.6	+ 9
Baton Rouge	209.2	208.5	+ 2	7.1	7.2	10.1	26.3	27.3	+ 14
New Orleans	507.9	506.7	+ 1	7.8	8.0	11.0	262.1	267.3	+ 9
MISSISSIPPI	805.4	799.4	+ 3	9.4	10.2	13.9	33.0	35.3	+ 1
Biloxi-Gulfport	62.6	62.0	+ 1	9.5	10.0	13.8	5.7	5.6	− 2
Jackson	148.4	147.4	+ 2	5.8	6.4	8.8	27.3	29.7	+ 2
TENNESSEE	1,791.4	1,769.5	+ 5	8.5	9.2	12.6	161.0	162.1	− 4
Chattanooga	165.9	165.3	+ 1	7.9	8.2	10.8	20.3	18.4	+ 21
Knoxville	203.6	202.6	+ 1	7.7	8.2	11.4	36.5	34.2	− 34
Nashville	392.2	392.2	+ 4	5.7	6.0	8.8	104.2	109.5	+ 9

	NONRESIDENTIAL BUILDING PERMITS Millions $ 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	Apr. 1984	Mar. 1984	Annual % Change	Apr. 1984	Mar. 1984	Annual % Change	Apr. 1984	Mar. 1984	Annual % Change
ALABAMA	690.0	577.5	+ 99	8,247	8,037	+ 31	9,162	8,669	+ 99
Birmingham	236.5	233.9	+ 76	2,289	2,247	+ 63	1,808	1,775	+ 528
Huntsville	88.1	87.1	+ 144	1,426	1,427	+ 19	3,356	3,370	+ 229
Mobile	183.9	74.4	+ 307	856	866	+ 11	943	860	+ *8*
Montgomery	*50.0*	*52.6*	+ 78	-	-	-	-	-	-
FLORIDA	4,226.0	4,243.5	+ 24	104,339	102,800	+ 48	96,613	96,120	+ 63
Daytona Beach	99.6	92.2	+ 46	4,218	4,189	+ 58	1,459	1,404	+ 50
Ft. Lauderdale	403.0	402.2	+ 19	4,700	4,581	+ 75	9,030	8,981	+ 38
Jacksonville	218.1	297.6	+ 67	5,627	5,636	+ 33	7,693	7,342	+ 117
Melbourne	146.3	145.4	+ 58	4,921	4,821	+ 79	3,210	3,194	+ 167
Miami	650.8	643.1	+ 25	6,443	5,873	+ 127	8,505	8,184	+ 34
Orlando	558.6	558.5	+ 30	13,272	13,121	+ 55	11,275	11,474	+ 201
Sarasota	91.1	89.8	+ 24	2,580	2,526	+ 36	2,030	2,000	+ 14
Tallahassee	52.0	47.5	+ 55	2,214	2,143	+ 44	792	794	+ 69
Tampa-St. Pete	681.8	670.5	+ 25	17,240	17,020	+ 50	16,815	16,636	+ 74
West Palm Beach	370.2	357.0	+ 17	10,307	10,133	+ 66	9,650	9,643	+ 79
GEORGIA	1,498.6	1,498.7	+ 44	44,321	43,632	+ 40	25,970	26,393	+ 49
Atlanta	1,075.5	1,084.7	+ 43	31,028	30,389	+ 49	16,396	16,171	+ 81
Augusta	48.0	49.6	+ 53	2,627	2,590	+ 54	1,041	1,418	− 6
Columbus	42.0	41.4	+ 71	623	634	+ 74	1,103	1,127	+ 185
Macon	44.7	42.4	+ 59	-	-	-	-	-	-
Savannah	47.5	56.0	− 4	-	-	-	-	-	-
LOUISIANA	1,193.3	1,164.0	+ 8	16,537	16,639	+ 21	18,018	18,096	+ 70
Baton Rouge	242.5	253.6	+ 10	3,508	3,605	+ 23	4,153	3,673	+ 66
New Orleans	472.5	458.4	+ 21	6,685	6,628	+ 40	6,366	6,746	+ 54
MISSISSIPPI	223.3	217.1	+ 37	5,054	4,917	+ 25	5,919	5,400	+ 118
Biloxi-Gulfport	30.1	28.8	+ 37	-	-	-	-	-	-
Jackson	38.8	38.8	− 6	1,092	1,039	+ 124	866	832	+ 67
TENNESSEE	884.0	885.3	+ 44	14,070	13,940	+ 42	20,081	19,204	+ 168
Chattanooga	64.8	63.2	+ 9	1,167	1,143	+ 42	917	1,057	+ 48
Knoxville	121.2	125.7	+ 44	1,568	1,553	+ 44	723	763	0
Nashville	30.8	291.5	+ 65	4,134	4,024	+ 44	9,720	9,058	+ 227

Notes: Labor Force data are from Bureau of Labor Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, July 1, 1984

STATE ECONOMIC INDICATORS

Indicator	May 1984[1]	April 1984[2]	May 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	952,000	936,000	938,800	1.7	1.4
Non-Ag Employment	805,600 •	805,400	790,400	0.2	15.2
Mining	9,000	9,000	8,700	—0—	0.3
Contract Construction	32,800	32,500	36,700	0.3	—3.9
Manufacturing	210,900	211,800	201,800	—0.9	9.1
Transportation and Public Utilities	38,500	38,300	38,300	0.2	0.2
Wholesale and Retail Trade	169,200	167,900	163,700	1.3	5.5
Finance, Insurance and Real Estate	34,400	34,300	33,600	0.1	0.8
Service	128,200	127,900	125,500	0.3	2.7
Government	182,600	183,600	182,100	—1.0	0.5
Unemployment Rate (Per Cent Labor Force)	9.5	9.7	13.5	——	——
Average Weekly Earnings in Manufacturing (Dollars)	277.67	282.17	263.87	1.6	5.2
Average Hourly Earnings in Manufacturing (Dollars)	6.89	6.95	6.63	0.9	3.9
Average Weekly Hours in Manufacturing	40.3	40.6	39.8	0.7	1.3
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,764	2,715	2,593	1.8	6.6
Gasoline Delivered to Dealers (gals.)[6]	122,358	133,404	106,912	—8.3	14.5
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[8]	1,905,790	1,693,951	1,042,923	12.5	82.7
RETAIL SALES (000's)[9]	1,604,420	1,281,386	1,400,619	25.2	14.6

Indicator	February 1984	January 1984	February 1983	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[10]					
Total Cash Receipts from Farm Marketings	115,145	175,611	118,749	34.4	3.0
Cash Receipts from Marketing Livestock	68,644	73,636	58,400	—6.8	17.5
Cash Receipts from Marketing Crops	46,501	101,775	50,349	—54.4	—22.9

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for January

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS

[Seasonally Adjusted]

1969 = 100

Indicator	May 1984	April 1984	May 1983
Retail Sales	171.5	158.5	153.6
Electric Sales	261.1	224.0	134.0
Gasoline Gallonage	154.1	172.3	142.6

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month May	PerCent Month Ago	Change Year Ago	Current Month May	Month Ago	Year Ago
Aberdeen	60,480	15.9	29.0	— —	— —	— —
Baldwyn	30,287	21.3	32.8	— —	— —	— —
Batesville	85,477	59.1	43.5	110,977	260,539	239,756
Bay Springs	23,277	—19.9	—5.2	— —	— —	— —
Bay St. Louis	57,705	15.7	37.4	— —	— —	— —
Belmont	10,908	—10.8	10.0	— —	— —	— —
Belzoni	33,958	—3.4	23.4	27,000	5,000	31,000
Biloxi	394,897	28.7	34.0	5,588,852	4,457,182	1,381,718
Brandon	63,634	26.3	38.7	405,800	449,400	65,000
Brookhaven	148,574	8.3	17.7	118,600	165,775	386,700
Brooksville	3,303	—19.4	16.5	— —	— —	— —
Canton	90,484	36.2	43.1	— —	— —	— —
Carthage	60,304	23.4	39.3	164,900	70,040	5,500
Charleston	20,698	3.1	31.6	— —	— —	— —
Clarksdale	159,249	14.0	22.9	274,200	175,500	106,900
Cleveland	124,266	4.2	18.6	— —	— —	— —
Collins	41,905	16.0	18.1	34,500	16,000	—0—
Columbia	121,796	1.8	14.5	— —	— —	— —
Columbus	293,482	2.8	18.0	436,667	578,877	626,272
Corinth	147,963	8.1	16.8	— —	— —	— —
Crystal Springs	30,518	—1.1	39.6	80,095	89,500	21,900
Drew	12,334	22.3	12.3	17,000	— —	— —
Edwards	5,926	26.0	98.4	6,000	660	— —
Ellisville	19,050	0.5	38.3	— —	— —	— —
Eupora	22,433	11.1	37.1	— —	— —	— —
Fayette	11,674	—2.5	17.7	— —	— —	— —
Forest	68,116	21.1	29.8	— —	— —	— —
Greenville	314,448	3.3	18.2	419,756	918,815	548,005
Greenwood	185,215	7.5	12.7	252,000	422,915	284,500
Grenada	122,515	12.6	37.2	305,500	537,700	275,000
Gulfport	366,798	24.7	26.9	1,810,662	1,674,566	513,867
Hattiesburg	522,247	15.5	32.9	— —	— —	— —
Hernando	31,251	0.1	—0.5	69,600	232,285	11,000
Hollandale	17,273	24.1	23.6	— —	— —	— —
Holly Springs	55,496	33.1	26.6	223,000	— —	32,500
Houston	47,103	13.0	40.0	152,500	39,300	262,000
Indianola	80,211	7.7	21.4	— —	— —	— —
Iuka	37,719	3.4	47.7	— —	— —	— —
Jackson	1,985,432	13.8	27.6	11,777,212	5,921,246	5,941,125
Kosciusko	70,759	4.1	29.5	163,128	584,800	41,000
Laurel	366,371	7.7	17.7	4,403,407	237,150	653,996
Leland	26,029	—4.2	16.9	53,000	134,670	— —
Lexington	24,963	2.3	6.0	— —	— —	— —
Louisville	57,214	6.7	13.0	— —	— —	— —
Lucedale	43,161	22.7	14.2	— —	— —	— —
Lumberton	13,728	35.9	65.4	— —	— —	— —
Macon	19,802	3.2	13.5	— —	— —	— —
Magee	64,075	26.5	38.7	— —	— —	— —
Magnolia	13,776	43.7	43.4	— —	— —	— —
Marks	21,139	27.6	46.6	— —	— —	— —
McComb	171,452	13.1	21.7	632,275	268,939	442,575
Meadville	9,419	92.5	54.1	— —	— —	— —
Mendenhall	26,009	5.7	22.0	371,950	46,000	32,000
Meridian	538,435	21.4	35.7	1,830,310	1,593,770	1,040,143
Monticello	23,890	5.4	17.7	— —	— —	— —
Morton	26,109	5.6	34.2	— —	— —	— —
Moss Point	71,152	30.8	37.6	266,350	584,500	142,925
Natchez	313,763	10.3	39.6	246,000	894,570	456,689
New Albany	76,584	7.3	25.6	752,252	142,691	161,600
Newton	35,721	32.6	49.5	291,877	15,250	116,000
Ocean Springs	101,660	12.3	31.4	— —	— —	— —
Okolona	18,314	4.1	21.1	— —	— —	— —
Oxford	132,260	11.3	30.8	818,820	272,380	670,008
Pascagoula	243,224	6.2	16.0	— —	— —	— —
Pass Christian	19,424	15.4	20.5	— —	— —	— —
Philadelphia	84,578	5.0	—68.7	— —	— —	— —

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month May	PerCent Month Ago	Change Year Ago	Current Month May	Month Ago	Year Ago
Picayune	121,383	17.0	33.8	——	——	——
Pontotoc	54,705	6.5	32.2	——	——	——
Poplarville	23,328	22.1	30.4	——	——	——
Port Gibson	17,688	—1.0	8.8	——	——	——
Prentiss	28,217	13.0	16.7	200	200	214,300
Quitman	30,118	14.9	24.9	——	——	——
Raymond	5,277	3.4	30.5	——	——	——
Richton	14,615	24.4	49.4	——	——	——
Rosedale	11,849	96.2	68.9	——	——	——
Ruleville	15,601	25.4	36.0	——	——	——
Sardis	23,701	22.9	31.3	6,000	4,000	4,000
Senatobia	68,817	20.7	42.2	——	——	——
Shelby	11,665	14.0	31.8	——	——	——
Starkville	142,295	24.4	23.7	628,000	1,467,000	760,400
Summit	14,588	29.7	43.3	3,678,664	1,758,570	1,618,451
Taylorsville	14,815	0.01	2.0	——	——	——
Tchula	5,438	12.0	18.9	——	——	——
Tunica	21,748	31.2	32.7	——	——	——
Tupelo	420,147	0.4	18.7	518,111	532,430	777,983
Union	17,029	—0.2	12.8	——	——	——
Utica	11,108	7.3	—5.2	——	——	——
Vicksburg	280,277	28.1	34.0	——	——	——
Walnut Grove	1,881	38.8	16.1	——	——	——
Water Valley	30,151	2.9	33.0	——	——	——
Waynesboro	66,154	6.6	10.7	99,000	3,700	18,000
West Point	67,425	3.9	14.3	364,724	120,245	248,450
Wiggins	36,133	28.6	25.4	——	——	——
Winona	44,102	22.9	35.8	3[illegible]000	5,150	98,500
Yazoo City	94,485	19.4	47.3	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	May 1984	April 1984	May 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	159,500	156,800	160,400	1.7	—0.6
Unemployed Persons	9,400	9,200	14,100	2.2	—33.3
Per Cent of Labor Force	5.9	5.8	8.8	——	——
Employed Persons	150,100	147,600	146,300	1.7	2.6
Non-Ag Wage & Salaries	128,600	126,800	125,100	1.4	2.8
Manufacturing	19,400	19,200	19,100	1.0	1.6
CITY SALES TAX COLLECTIONS	2,071,362	1,865,561	1,621,139	11.0	27.8

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	May 1984	April 1984	May 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	69,520	68,280	72,250	1.8	—3.8
Unemployed Persons	6,520	6,460	10,110	0.9	—35.5
Per Cent of Labor Force	9.4	9.5	14.0	——	——
Employed Persons	63,000	61,820	62,140	1.9	1.4
Non-Ag Wage & Salaries	53,160	52,240	52,330	1.8	1.6
Manufacturing	9,300	9,170	9,250	1.4	0.5
CITY SALES TAX COLLECTIONS	781,119	633,848	615,664	23.2	27.0

Timber Severance Tax Collections By County, 1982 and 1983

SOURCE: Mississippi Tax Commission. Computations made by the Division of Business Research Mississippi State University.

County	1982	% of State	% of Change	1983	% of State	% of Change
Adams	18,482	0.78	1.30	22,692	0.86	22.78
Alcorn	11,248	0.47	—4.30	15,140	0.57	34.60
Amite	68,003	2.87	10.15	71,723	2.71	5.47
Attala	60,420	2.55	5.74	82,075	3.10	35.48
Benton	7,364	0.31	—1.20	15,013	0.57	103.87
Bolivar	2,257	0.10	—29.51	15,194	0.57	573.19
Calhoun	22,262	0.94	—36.60	28,049	1.06	25.99
Carroll	21,548	0.91	30.90	21,952	0.83	1.87
Chickasaw	19,706	0.83	18.34	20,387	0.77	3.46
Choctaw	21,202	1.36	11.48	26,224	0.99	—18.56
Claiborne	29,805	1.26	31.62	33,460	1.27	12.26
Clarke	68,200	2.87	8.56	83,600	3.16	22.58
Clay	19,625	0.83	6.34	20,585	0.78	4.89
Coahoma	1,573	0.07	—41.52	981	0.04	—37.64
Copiah	57,134	2.41	—15.00	66,763	2.52	16.85
Covington	33,942	1.43	51.04	29,516	1.12	13.04
DeSoto	1,888	0.08	893.68	2,701	0.10	43.06
Forrest	56,548	2.38	70.90	63,578	2.40	12.43
Franklin	56,566	2.38	16.12	88,936	3.36	57.23
George	30,529	1.29	3.63	25,097	0.95	17.79
Greene	54,938	2.31	—0.80	68,732	2.60	25.11
Grenada	14,994	0.63	30.27	14,274	0.54	—4.80
Hancock	23,642	1.00	—36.52	21,559	0.82	—8.81
Harrison	38,093	1.61	37.96	40,760	1.54	7.00
Hinds	12,071	0.51	—31.94	15,628	0.59	29.47
Holmes	28,336	1.20	—1.20	29,175	1.10	2.96
Humphreys	662	0.03	—9.60	353	0.01	—46.68
Issaquena	3,631	0.15	—68.72	6,252	0.24	72.18
Itawamba	30,847	1.30	13.71	40,453	1.53	31.14
Jackson	20,875	0.88	—33.90	31,692	1.20	51.82
Jasper	57,215	2.41	—12.50	54,298	2.05	5.10
Jefferson	35,970	1.52	34.60	42,160	1.59	17.21
Jeff Davis	32,818	1.40	2.18	30,108	1.14	—8.26
Jones	53,782	2.30	—12.12	60,807	2.30	13.06
Kemper	59,701	2.52	10.82	52,370	1.98	—12.28
Lafayette	20,369	0.86	—20.70	24,061	0.91	18.13
Lamar	53,220	2.24	73.51	41,935	1.59	21.20
Lauderdale	65,994	2.78	23.73	68,036	2.57	3.09
Lawrence	32,509	1.37	2.12	55,366	2.09	70.31
Leake	48,764	2.06	15.35	54,934	2.08	12.65
Lee	7,713	0.33	44.63	7,889	0.30	2.28
Leflore	847	0.04	—68.31	1,879	0.07	121.84
Lincoln	35,971	1.52	—21.23	45,993	1.74	27.86
Lowndes	5,404	0.23	—29.13	10,119	0.38	87.25
Madison	13,394	0.56	—30.37	15,780	0.60	17.81
Marion	28,320	1.20	15.14	29,018	1.10	2.46
Marshall	14,400	0.61	27.00	13,254	0.50	—7.96
Monroe	30,350	1.28	—8.32	30,943	1.17	1.95
Montgomery	32,590	1.37	3.54	38,700	1.46	18.75
Neshoba	35,208	1.50	—11.76	45,164	1.71	28.28
Newton	52,163	2.20	—7.00	60,647	2.29	16.26
Noxubee	45,320	1.91	21.10	44,892	1.70	—0.94
Oktibbeha	16,702	0.70	—35.30	23,436	0.89	40.32
Panola	5,748	0.24	—7.71	8,625	0.33	50.05
Pearl River	50,476	2.13	7.50	52,931	2.00	4.86
Perry	36,487	1.54	—34.40	58,438	2.21	60.16
Pike	35,415	1.50	—7.11	32,970	1.25	—6.90
Pontotoc	9,554	0.40	—29.49	12,330	0.47	29.06
Prentiss	15,000	0.63	—10.16	19,016	0.72	26.77
Quitman	695	0.33	—5.31	490	0.02	—29.50
Rankin	68,051	2.87	—13.68	62,567	2.37	—8.06
Scott	51,599	2.20	—15.08	50,241	1.90	—2.63
Sharkey	4,501	0.91	—14.91	4,203	0.16	—6.62
Simpson	52,348	2.21	17.16	43,677	1.65	—16.56
Smith	55,839	2.35	13.75	54,781	2.07	—1.89
Stone	46,915	2.00	74.08	55,803	2.11	18.94
Sunflower	345	0.01	63.51	5	0	—98.55
Tallahatchie	4,450	0.20	10.40	2,578	0.10	—42.07
Tate	273	0.01	—74.60	989	0.04	262.27
Tippah	14,566	0.61	38.37	21,371	0.81	46.72
Tishomingo	30,086	1.30	62.50	29,947	1.13	—0.46
Tunica	2,473	0.10	—54.53	2,913	0.11	17.79
Union	5,852	0.25	—36.77	11,649	0.44	99.06
Walthall	18,597	0.80	14.53	20,984	0.79	12.84
Warren	13,458	0.60	1.72	16,519	0.62	22.74
Washington	2,513	0.11	—38.12	2,186	0.08	—13.01
Wayne	68,381	2.90	8.63	68,260	2.58	—0.18
Webster	28,569	1.20	—20.63	30,469	1.15	6.65
Wilkinson	51,668	2.20	33.64	42,412	1.60	17.91
Winston	45,178	1.90	—12.62	57,596	2.18	27.49
Yalobusha	22,210	0.94	33.84	14,582	0.55	—34.34
Yazoo	6,081	0.26	—21.10	11,590	0.44	90.59
State Total	2,373,442		2.50	2,644,461		11.42

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MISSISSIPPI BUSINESS REVIEW

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DIVISION OF BUSINESS RESEARCH
MISSISSIPPI STATE UNIVERSITY

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The majority of our readership is businessmen and this is the essential parameter used in evaluating articles for publication. Specifically, the article can be related to any subject in Business and Economics. It may be a presentation of results of a study by the author, a well supported opinion on a current topic or an application of some theoretical aspect of business or economics that might be applicable to the businessman. The article should be well supported, and should avoid an overly technical presentation.

The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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Sexual Harassment of Southern Women in the Workplace--A Problem That Must Be Faced

by
Maynard M. Dolcheck

> I thought harassment was something of the past; however, the more time on the job, the worse it is. Of course the majority of men are businesslike, but the few "others" can spoil a workplace. I am happily married, dress properly, and do not promote snide remarks--yet I get them. Sometimes I wish I were terribly ugly and maybe then I would be treated professionally.

> Sexual harassment still exists in the business world and is a serious problem. The fact is that some men don't feel comfortable working with women on an equal basis; they seem to use sexual jokes and comments in an attempt to appear more "with it" or "in charge."

Do these two quotes from Southern women indicate that sexual harassment of women is a problem in organizations in the South? If they do, what should organizations do to prevent such treatment?

Before attempting to answer these two questions, sexual harassment should be defined. Most individuals describe sexual harassment as a situation in which a woman's supervisor (male) requests sexual favors under threat or denial of promotion or pay increases or even termination. This description is accurate as far as it goes, but over the past 20 years the courts and the government have expanded the definition dramatically culminating in the EEOC harassment guidelines adopted in November 1980.[1]

The guidelines define harassment as follows:

> Unwanted sexual advances, requests for sexual favors, and other verbal or physical contact of a sexual nature constitute sexual harassment when (1) submission to such conduct is made either explicitly or implicitly a condition of an individual's employment, (2) employment decisions affecting the recipient are made on the basis of the recipient's acceptance or rejection of the sexual conduct, or (3) such conduct has the intent or effect of unreasonably interfering with an individual's work performance or creates an intimidating, hostile, or offensive work environment.

The third guideline radically expands, in the eyes of the law, the traditional interpretation of harassment. Activities such as leering/ogling, making sexist remarks about the body/clothing, touching/petting, and telling off-color jokes are classified as harassment as long as the **effect** is interference with the woman's work performance and creation of an intimidating, hostile, or offensive work environment.

While not explicitly stated in the guidelines, sexual harassment is almost always repetitive. It is **not** the single incident (verbal or physical) that the employee complains about; rather, it is the constant occurrence of verbal remarks and/or the continuous touching on the job. A second factor in identifying sexual harassment is that it is one-sided; harassment does not include mutual friendship or romance.

BACKGROUND AND HISTORY

Until recently (the past 6-10 years), consciousness of sexual harassment of women in the workplace was rather low; at the most, it was discussed in hushed tones. Today, it is a subject of national interest. The lack of earlier consciousness of harassment is founded in the historical sex role stereotyping of women and their status in the Western world. The pervasive opinion was that (1) women's place is in the home, (2) women are not career-oriented, (3) women are less suited than men for many jobs, (4) women do not stay with any one job, (5) women lack education and experience, (6) women are frequently absent from work, (7) women are not accepted in positions of authority, and (8) women are incapable of making decisions based on fact and logic.

While some of these opinions still exist today, attitudes and customs have been changing and are continuing to change rapidly. More and more women are entering the workforce, they are better educated, they are beginning to hold responsible positions with organizations, they are interacting with and supervising men in their work and they are more aware of their rights.

In addition to the stereotyping of women, the double sexual standard for men versus women in American culture has tended to encourage the practice of sexual harassment. Male sex roles encouraged men to be strong, aggressive, tough, dominant, and competitive. On the other hand, powerful social conditioning led women to passivity, gentleness, submission and receptivity to male initiative. All of these roles are diminishing.

One dramatic example of change is the increasing number of women who are earning college degrees in business-a prime source for management personnel. The number of women with business baccalaureate degrees have increased from 13 percent of the business graduates nationally in 1973-74 to 31 percent in 1978-80.[2] At Northeast Louisiana University in Monroe the change is even more dramatic, as more women than men have been enrolled in the College of Business Administration since 1980.

COSTS OF ORGANIZATIONS

Leaving all moral considerations aside, an organization should still be concerned about the harassment of its women employees because of potential lawsuits and increased cost of production.

As previously noted, a considerable body of law culminating in the EEOC guidelines concerning sexual harassment now exists; and women may readily seek legal action which can be very costly to the firm. Organizations with 15 or more employees fall within the federal law and many states have laws affecting firms with less than 15 employees.[3] A jury recently awarded $400,000 to a police dispatcher in Trenton, Michigan, who claimed she had been sexually harassed.[4] While the number of lawsuits has been increasing, relatively few suits in total are being filed. Women do not usually sue their employers for fear of retaliation, ostracism, notoriety, and embarrassment. As women become more and more aware of their rights and embarrassment becomes of lesser significance, women facing sexual harassment will be more and more inclined to seek legal relief.

At present, however, the primary cost to all organizations is the increased cost of production as a result of the human suffering resulting from harassment. A study conducted at the Work Clinic at the University of California Hospital in San Francisco in 1976 found that effects of sexual harassment follow some general disability patterns. Some women express their reactions by developing vague physical symptoms such as chronic fatigue, loss of strength, and various aches and pains. Others react with depression and the symptoms of depression, such as sleeplessness, nervousness, hypersensitivity, hostility, and feelings of victimization.[5]

While difficult to measure precisely, these effects lead to (1) increased sick leave, (2) accident proneness and (3) negative work attitudes, all of which result in poor motivation and reduced output on the job. However, the greatest cost to an employer may be caused by turnover. Although not expressed in most cases, many authorities believe that sexual harassment may be the primary reason most women leave their jobs. The end result is increased costs of production.

RECENT INCIDENTS OF HARASSMENT IN THE SOUTH

To determine whether college of business educated women employed in the South believe sexual harassment is a problem, the author sent questionnaires in 1981 to women who had graduated from the Northeast Louisiana University College of Business Administration. Ninety-two percent of the respondents to the questionnaires were employed in the South.[6]

Fifty percent of the respondents answered "yes" to the question, "Have you experienced sexual harassment (as defined by the EEOC) in the past three years?" Furthermore, harassment occurred regardless of the type of job the women held: Middle management, first-line supervisor, staff/technical, or clerical/secretarial. The common perception that harassment is limited primarily to women at the lower levels of an organization such as secretaries and clerical workers appears incorrect.

Those women experiencing harassment identified those who harassed them most frequently as men at the same organizational level (colleagues). The next most frequent occurrence was from men outside the organization: customers and suppliers. While organizations might believe they are not responsible for actions by men outside the company, explanatory statements accompanying the EEOC guidelines indicate that an employer may also be responsible for the acts of non-employees, with respect to sexual harassment of employees in the workplace, where the employer knows or should have known of the conduct and fails to take immediate and appropriate corrective action.

The women who had experienced harassment usually ignored it instead of asking the harasser to stop or reporting it. The primary reason given for ignoring the harassment is fear of some form of retaliation. Also, many women do not complain because they feel they may have somehow caused the harassment. Some women are in agreement with anti-feminist Phyllis Schlafly who said, "The virtuous woman does not encounter sexual harassment."[7]

Seven and one-half percent of the respondents indicated they had quit their job due to harassment in the three-year period. While 7½ percent appears small, one must remember that quitting is a last resort solution of a serious harassment problem. Also, having that many college of business educated women quit within a three-year time span would be quite costly.

Only 25 percent of the respondents in the study indicated their organization has a formal policy statement concerning harassment and a formal grievance procedure for handling complaints. Of those that had such policies and procedures, only 50 percent believe they are well publicized.

Furthermore, the author's 1982 study of both men and women with college of business degrees and employed predominately in the South indicated that small as well as large organizations were experiencing harassment problems. Many managers of small businesses falsely believe that they are immune to the problem.[8]

In summary, the author's research data indicate that college of business educated women believe that sexual harassment is a serious problem for organizations in the South. Furthermore, the few organizations which have policies and procedures concerning harassment do not publicize them well.

APPROPRIATE ORGANIZATIONAL POLICIES, PROCEDURES AND ACTIONS

The EEOC guidelines state (and most individuals would agree) that prevention is the best means for attacking the problem of sexual harassment. However, if harassment does occur, the organization must take appropriate action to stop it as quickly as possible. All actions attacking the problem of sexual harassment will be less than successful unless managers accept the fact that it likely exists in their organizations. Once management accepts this fact, the organization must make a total commitment toward elimination through appropriate policies, procedures and actions. Organizations with good records for preventing harassment always have a strong commitment from top management, and the attitude permeates all levels of the organization. Specifically, an organization should take the following actions:

1. Develop In-Service Educational Programs

The EEOC guidelines state that an organization should develop methods to sensitize all organizational members to problems of sexual harassment. In-service education programs should raise the consciousness of both managers and non-managers regarding the impact and consequences of sexual harassment. Such programs should be conducted periodically and employees should be encouraged to discuss the subject openly. The sessions can include outside speakers and films on the subject.

This author recently conducted a two-hour seminar on sexual harassment for a group of first-line supervisors. The women in the group at first seemed somewhat embarrassed about discussing the subject, and some of the men were inclined to joke about it. However, by the end of the two-hour session most of the men and women were openly discussing their feelings and perceptions in a serious and constructive manner. Such open discussions should sensitize employees to the problem and reduce the incidence of sexual harassment.

In-service educational programs can also be a good means for helping male employees avoid receiving harassment complaints against themselves. Even if an individual is innocent, it is also important that he give the appearance of innocence. For example, a male manager should avoid putting himself in a compromising situation such as driving women employees home after work, engaging in sexually suggestive conversation, or talking with women employees with the office door closed.

2. Develop a Policy Statement on Sexual Harassment

An organization must develop a policy statement which defines sexual harassment and states very emphatically that the organization will not tolerate it. The policy statement should indicate that not only is sexual harassment of women morally wrong, but activities such as patting/pinching, sexual remarks about the body or clothing, and telling off-color jokes are personally offensive and anger and embarrass many women. Examples of behavior that could be classified as harassment should be given.

Research shows that organizations with a policy regarding sexual harassment usually have experienced a charge of sexual harassment in the past.[9] In other words, an organization too often "closes the barn door after the horse is gone."

3. Develop Procedures for Handling and Reporting Alleged Cases of Sexual Harassment

The EEOC states than an employer is responsible for acts of sexual harassment in the workplace where the employer knows, or should have known of the conduct, unless it can show that immediate and appropriate corrective action was taken. Therefore, an organization must establish clear-cut procedures whereby alleged cases of sexual harassment can be reported and acted upon.

The first procedural guideline should be a statement indicating that the woman harassed should first confront the man harassing her and declare that such actions are offensive and are in violation of the organization's policies. In other words, the woman is urged to be assertive. Most sexual harassment should be handled without the intervention of management. Women who are employed by companies that have a policy statement concerning harassment, who trust their companies; policies and enforcement of policies, and who have been encouraged to be assertive, will eliminate most problems before they reach management.

The second procedural guideline should indicate the appropriate actions a woman should take if harassment continues after a request to stop or if she believes some retaliation is occurring or will occur from the confrontation. An article in **Personnel Administrator** indicates that 31 percent of the companies surveyed requested the woman report the complaint to the personnel manager; 28 percent had an open door policy; 18 percent requested the woman report to her immediate supervisor; and 8 percent requested the woman report to the EEOC manager.[10] Perhaps the procedure should allow the complainant an option in choosing to whom she should report the incident. For example, she may be more comfortable talking with one individual than another; the offender and one of the reporting authorities may be friends; or one of the reporting authorities could be the culprit.

The third procedural guideline should cover the steps a woman should take if the problem is still unresolved after a reasonable length of time. The first step in appeal should be for the woman to place the grievance with a higher authority. If the woman is still not satisfied, the next step should be to seek counsel from an EEOC district office. Many companies hesitate even to mention such an alternative. However, the EEOC guidelines indicate that an employer should inform employees of their right to raise and how to raise the issue of harassment. The last resort option of seeking redress from the EEOC would fall in the realm of informing employees of their rights.[11]

Furthermore, after a violation of the policy concerning sexual harassment has been established, progressively severe disciplinary actions should be outlined. For instance, the first substantiated complaint about sexual harassment could result in a verbal warning, the second a written warning, and the third dismissal. However, since sexual harassment encompasses such a broad spectrum of actions, sanctions should be somewhat flexible.

4. Communicate Policy and Procedures to Employees

Policies are ineffective unless they are properly communicated to the employees. As stated earlier, of the women in the author's study who indicated their company had such a policy and procedures, only 50 percent thought they had been effectively communicated.

The methods for communicating policies and procedures are many and could include bulletin boards, policy manuals, company newsletters, and meetings. Management meetings are a particularly effective means of emphasizing a company's commitment to policies and procedures. Too often a company sends out a memo to all employees and the subject is never mentioned again. The policy and commitment must be continually reiterated and emphasized.

HANDLING A COMPLAINT

All complaints brought to a manager must be taken seriously and investigated thoroughly, but more specifically the following actions should be taken:

1. Interview Complainant

When an employee makes a complaint, the manager must listen carefully and take notes. Credence must be given to the complaint although discrepancies may be evident. At the first meeting the employee needs to feel supported, but the manager must determine (1) what happened, (2) in what context, and (3) at what time or place. Specifics rather than innuendos are needed to aid in determining if the situation was simply a misunderstanding. The manager must then find out what action the complainant wants to take. Does she want management to take action, handle it herself, or make an anonymous report? Many times the woman wishes to handle the situation herself and is merely seeking counsel from her supervisor.

Frequently the woman wishes the manager to take action, but asks that the situation be kept quiet. However, it is rarely possible to successfully hide the complainant's identity since it is difficult to conduct a proper investigation without revealing names.

2. Obtain Additional Information

Once the manager has heard the complainant and if she wants management to take action, additional information must be obtained. The manager must then act with considerable discretion to avoid a "witch hunt," because the careers and reputations of both parties could be at stake.

Corroborating evidence must be sought. If witnesses were present, their observations should be obtained. Personnel records should be checked for other indications of harassment. Have turnovers or transfers been inordinately high in the department? Is a pattern of negative performance appraisals evident? If the complaint appears valid, the manager must proceed with appropriate sanctions. Of course, records must be kept of the harassment complaint and the action taken.

3. Ensure No Retaliation

As previously noted, the author's research indicates that most women do not complain because they fear retaliation of some form. Preventing retaliation is difficult and may require considerable creativity and effort by the manager. The male who has been charged with sexual harassment by a female is very likely to have a severely bruised ego. Human nature being what it is, quite likely the offender will be vindictive. The two individuals should be separated, if possible, by an interoffice or interdepartment transfer. The situation must be continually monitored to ensure that retaliation is not taking place.

In conclusion, sexual harassment appears to be a problem for organizations, both small as well as large, in the South. An article in **The Wall Street Journal** stated that employers--including such national firms as General Motors, General Electric, and IBM--are acting to curb sexual harassment.[12] Southern firms, too, must move to prevent the emotional and financial costs of sexual harassment. Managers must consult with their superiors and subordinates, discuss and analyze the issue, and then decide which actions would be most appropriate for their organization. The key factor is that organizations with good records for preventing harassment always have a strong commitment from **top management** and the attitude permeates **all levels** of the organization.

FOOTNOTES

1. Equal Employment Opportunity Commissions Guidelines on Discrimination because of Sex. **Federal Register,** Volume 45, No. 219, November 10, 1980, p. 74677.

2. "Proportion of Degrees Awarded to Women." **The Chronicle of Higher Education,** June 15, 1981, p.8.

3. Ronald X. Groeber and Charleston Wang, "Sexual Harassment and the Law Today." **CPCU Journal,** September 1983, p. 141.

4. "Jury Awards Woman $400,000." **News-Star World** (Monroe, LA), October 8, 1983, p. 5.

5. James C. Renick, "Sexual Harassment at Work; Why It Happens, What to Do About It." **Personnel Journal,** August 1980, pp. 658-662.

6. Carolyn C. Dolecheck and Maynard M. Dolecheck, "Job-Related Sexual Harassment of Women with College Degrees in Business: How Serious Is It?" **NABTE Review,** Issue No. 9, 1982, pp. 16-21.

7.Elizabeth C. Wesman, "Shortage of Research Abets Sexual Harassment Confusion." **Personnel Administrator,** November 1983, p. 61.

8. Carolyn C. Dolecheck and Maynard M. Dolecheck, "Sexual Harrasment: A Problem for Small Businesses." **American Journal of Small Business,** Winter 1983, pp. 45-50.

9. Donald J. Petersen and Douglas Massengill, "Sexual Harassment--A Growing Problem in the Workplace." **Personnel Administrator,** October 1982, p. 84.

10. Petersen and Massengill, p. 84.

11. Suggested procedures adapted from George E. Biles, "A Program Guide for Preventing Sexual Harassment in the Workplace." **Personnel Administrator,** June 1981, p. 54.

12. Joanne S. Lublin, "Employers Act to Curb Sex Harrassing on Job; Lawsuits, Fines Feared." **The Wall Street Journal,** April 24, 1981, p. 1.

Dr. Dolecheck

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INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	June 1984	May 1984	June 1983
Retail Sales	174.2	171.5	155.6
Electric Sales	*	261.1	194.2
Gasoline Gallonage	130.5	154.1	149.9

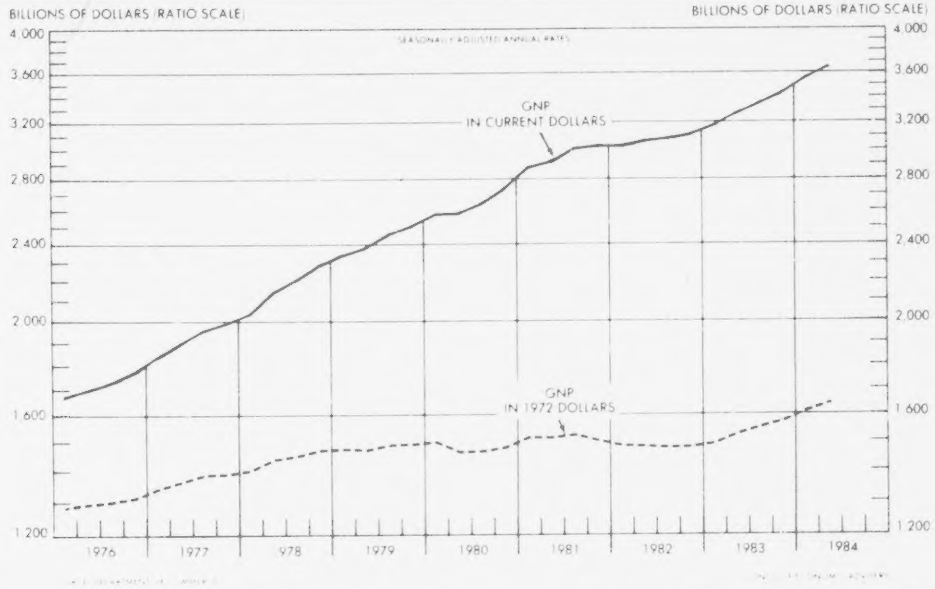
*Indicator for Electric Sales could not be totaled because TVA figures for June are withheld due to end of fiscal year auditing.

NEW AND EXPANDED INDUSTRY

Town Firm Product	No. of Employees
NEW	
Brooksville	
Bios, Inc.	
Chemical Food Additives	10
Ecru	
Charm Furniture Mfg. Co.	
Furniture	30
Jackson	
Groen Division/Dover Corp.	
food processing equipment	50
Continental Wood Products, Inc.	
Screen aluminum doors & windows	50
Kosciusko	
Active Sportswear, Inc.	
sportswear	150
Leland	
La-Z-Boy	
Desks	200
Lexington	
Superior Surgical	
Laundry & hospital bags	80
McComb	
Crown Zellerbach	
wood processing	165
Ralston Purina	
Cattle Block Supplement (feed mill)	10
Mineral Wells	
Guardian Hills	
fiberglass insulation	75
Olive Branch	
Bozoff Dinnette Co.	
dinette sets	300
Okolona	
Comfort Mfg. Co.	
furniture	20
Odell Mfg. Co.	
furniture	10
Raymond	
Hunter Engineering	
Electronic Equipment	50
Sumner	
Angelica Corp.	
lab coats	125
EXPANDED	
Canton	
Van-Leer Container Corp. (formerly Inland Steel)	
Steel drums	51
Holly Bluff	
Carroll Gin	
cotton gin	5
Jackson	
Dallas Printing Co., Inc.	
Commercial Printing and engraving	24

GROSS NATIONAL PRODUCT

According to preliminary estimates for the second quarter of 1984, gross national product rose $93.1 billion or 10.9 percent, both at annual rates. Real output (GNP adjusted for price changes) rose 7.5 percent (annual rate) and the implicit price deflator rose 3.2 percent (annual rate). (Note revised series.)



[Billions of current dollars; quarterly data at seasonally adjusted annual rates]

Period		Gross national product	Personal consumption expenditures	Gross private domestic investment	Exports and imports of goods and services			Government purchases of goods and services					Final sales
					Net exports	Exports	Imports	Total	Federal			State and local	
									Total	National defense	Non defense		
1972		1,185.9	737.1	195.0	0.7	77.5	76.7	253.1	101.7	73.1	28.5	151.4	1,175.7
1973		1,326.4	812.0	229.8	14.2	109.6	95.4	270.4	102.0	72.8	29.1	168.5	1,307.9
1974		1,434.2	888.1	228.7	13.4	146.2	132.8	304.1	111.0	77.0	33.9	193.1	1,420.1
1975		1,549.2	976.4	206.1	26.8	154.9	128.1	339.9	122.7	83.0	39.7	217.2	1,556.1
1976		1,718.0	1,084.3	257.9	13.8	170.9	157.1	362.1	129.2	86.0	43.2	232.9	1,706.2
1977		1,918.3	1,204.4	324.1	-4.0	182.7	186.7	393.8	143.4	92.8	50.6	250.4	1,895.3
1978		2,163.9	1,346.5	386.6	-1.1	218.7	219.8	431.9	153.6	100.3	53.3	278.3	2,137.4
1979		2,417.8	1,507.2	423.0	13.2	281.4	268.1	474.4	168.3	111.8	56.5	306.0	2,403.5
1980		2,631.7	1,668.1	401.9	23.9	338.8	314.8	537.8	197.0	131.2	65.9	340.8	2,641.5
1981 r		2,957.8	1,849.1	484.2	28.0	369.9	341.9	596.5	228.9	153.7	75.2	367.6	2,931.7
1982 r		3,069.3	1,984.9	414.9	19.0	348.4	329.4	650.5	258.9	179.5	79.4	391.5	3,095.4
1983 r		3,304.8	2,155.9	471.6	-8.3	336.2	344.4	685.5	269.7	200.5	69.3	415.8	3,318.3
1982	I r	3,026.0	1,931.3	436.2	27.7	359.4	331.7	630.9	249.8	168.4	81.4	381.1	3,043.1
	II r	3,061.2	1,960.9	431.2	35.5	366.3	330.8	633.7	245.0	175.3	69.7	388.7	3,072.1
	III r	3,080.1	2,001.3	415.9	6.6	346.3	339.7	656.3	261.6	183.3	78.2	394.7	3,095.5
	IV r	3,109.6	2,046.1	376.2	6.3	321.7	315.4	681.0	279.4	191.0	88.4	401.6	3,170.8
1983	I r	3,173.8	2,070.4	405.0	19.6	328.5	308.9	678.8	273.0	194.7	78.3	405.8	3,216.8
	II r	3,267.0	2,141.6	449.6	-6.5	328.1	334.5	682.2	270.5	199.3	71.3	411.6	3,286.4
	III r	3,346.6	2,181.4	491.9	-16.4	342.0	358.4	689.8	269.2	200.9	68.3	420.6	3,350.9
	IV r	3,431.7	2,230.2	540.0	-29.8	346.1	375.9	691.4	266.3	207.2	59.1	425.1	3,419.0
1984	I r	3,553.3	2,276.5	623.8	-51.5	358.9	410.4	704.4	267.6	213.4	54.2	436.8	3,479.5
	II p	3,646.4	2,326.7	631.5	-58.0	371.4	429.4	746.1	299.3	221.3	78.0	446.7	3,592.5

NOTE.—Series revised beginning 1981.

Source: Department of Commerce, Bureau of Economic Analysis.

GENERAL FUND
Comparing July 1, 1983-June 30, 1984

	June 1984	June 1983
Sales Tax	$55,785,162(1)	$46,141,534
Use & Wholesale Compensating Tax	7,615,283 (2)	6,241,161
Individual Income Tax	36,168,952	26,552,802
Corporate Tax	21,018,608	6,049,110
Tobacco Tax	2,717,191	3,147,102
ABC Division	2,134,578	2,018,093
Beer & Wine Tax	2,259,024	2,197,775
Oil Severance Tax	6,755,407	5,998,706
Estate Tax	353,886	400,531
Statewide Privilege Tax	113	8,812
Installment Loan Tax	230,464	218,087
Gas Severance Tax	5,077,377	5,116,855
Insurance Premium Tax	155,079	275,330
Auto Tag Fees	360,400	349,302
Auto Privilege Tax	182,638	155,953
Title Fees	125,767	114,195
Petroleum Tax	490,005	404,473
Admission Tax	26,808	18,431
Timber Severance Tax	——	61,206
Slot Vending Tax	13,610	7,037
Pulpwood Scaling Fees	9,446	18,207
Fire Marshal Fees	38,470	41,966
Freeport Warehouse Tax	10	30
Aircraft Registration Fees	378	419
Int. on Direct Deposits	55,870	62,119
Tax Commission Transfer to Gen. Fund	$141,574,523	$105,599,237
Tax Comm. Special Fund Transfers	37,666,599	32,947,443
Tax Commission Total Transfers	$179,241,122	$138,546,680

(1) 2% Discount allowed and not included-$661,632

(2) 2% Discount allowed and not included-$ 42,949

Tax Commission Cash Balance June 30, 1984-$30,481,930

Tax Commission Cash Balance June 30, 1983-$ 6,877,432

COLLECTIONS
With July 1, 1982-June 30, 1983

7/1/83 to 6/30/84	7/1/82 to 6/30/83	Increase or Decrease over Prior Year	
		Amount	**Percent**
$531,822,670 (1)	$487,238,064	$44,584,606	9.15
96,314,300 (2)	79,253,022	17,061,278	21.53
258,207,026	197,195,779	61,011,247	30.94
167,544,334	110,449,371	57,094,963	51.69
29,080,664	30,067,287	(986,623)	(3.28)
28,942,381	28,745,381	197,000	0.69
22,080,221	21,763,344	316,877	1.46
47,276,650	50,297,863	(3,021,213)	(6.01)
8,554,781	8,042,755	512,026	6.37
389,644	750,781	(361,137)	(48.10)
2,416,896	2,201,309	215,587	9.79
30,806,275	37,777,708	(6,971,433)	(18.45)
42,139,924*	49,321,049*	(7,181,125)	(14.56)
4,663,737	4,410,282	253,455	5.75
3,721,284	3,421,449	299,835	8.76
1,307,237	1,210,829	96,408	7.96
5,152,113	4,856,528	295,585	6.09
364,885	304,479	60,406	19.84
43,569	480,777	(437,208)	(90.94)
657,704	659,005	(1,301)	(0.20)
111,971	93,487	18,484	19.77
195,004	242,027	(47,023)	(19.43)
170	180	(10)	(5.56)
13,645	15,275	(1,630)	(10.67)
739,515	108,129	631,386	——
$1,282,546,598	$1,118,906,161	$163,640,437	14.63
574,208,480	497,152,365	77,056,115	15.50
$1,856,755,078	$1,616,058,526	$240,696,552	14.89

(1) 2% Discount allowed and not included-$7,014,415

(2) 2% Discount allowed and not included-$861,630

*Collections reflect five quarters in FY 1983 and four quarters in FY 1984.

Sales Indicated By Sales Tax Collections During June, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,931	35,436
Alcorn	967	17,619
Amite	195	4,126
Attala	458	8,078
Benton	67	1,210
Bolivar	1,071	20,022
Calhoun	317	5,742
Carroll	121	2,304
Chickasaw	399	7,452
Choctaw	142	2,711
Claiborne	278	8,373
Clarke	249	4,685
Clay	425	8,123
Coahoma	1,104	20,614
Copiah	470	8,779
Covington	590	10,915
DeSoto	1,125	20,864
Forrest	3,041	57,011
Franklin	118	2,466
George	296	5,224
Greene	128	2,377
Grenada	762	14,450
Hancock	704	13,442
Harrison	5,648	107,338
Hinds	13,054	250,723
Holmes	364	6,585
Humphreys	299	5,848
Issaquena	11	345
Itawamba	304	5,974
Jackson	3,147	60,896
Jasper	345	6,447
Jefferson	98	2,059
Jeff Davis	253	4,653
Jones	2,694	49,208
Kemper	126	2,465
Lafayette	803	14,830
Lamar	516	9,292
Lauderdale	3,298	62,171
Lawrence	184	3,303
Leake	409	7,826
Lee	3,077	58,127
Leflore	1,412	26,232
Lincoln	1,004	19,368
Lowndes	2,183	41,722
Madison	1,267	25,926
Marion	843	15,146
Marshall	486	9,030
Monroe	913	18,063
Montgomery	478	10,021
Neshoba	560	10,332
Newton	414	8,151
Noxubee	201	3,664
Oktibbeha	874	16,026
Panola	762	14,187
Pearl River	854	15,918
Perry	208	6,902
Pike	1,381	25,936
Pontotoc	382	7,290
Prentiss	487	9,314
Quitman	188	3,520
Rankin	2,536	49,439
Scott	620	11,906
Sharkey	180	3,333
Simpson	546	10,098
Smith	192	3,432
Stone	266	4,835
Sunflower	806	16,262
Tallahatchie	313	5,691
Tate	459	8,593
Tippah	453	8,650
Tishomingo	367	6,555
Tunica	195	3,895
Union	510	9,682
Walthall	266	5,016
Warren	1,841	37,773
Washington	2,321	42,746
Wayne	543	9,949
Webster	196	3,574
Wilkinson	215	4,042
Winston	266	2,016
Yalobusha	262	4,837
Yazoo	824	15,786
State Total	83,066	1,595,610

Food Stamp Participation By County, June, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $132.72)	Number of Persons[3] (Average Allotment $42.17)	Coupon Value[4] (Average Per Meal[1] $.47)
Adams	2,764	7,883	358,955
Alcorn	2,070	5,149	210,529
Amite	829	2,885	104,767
Attala	1,653	4,761	193,834
Benton	722	2,456	95,590
Bolivar,	4,186	15,916	659,280
Calhoun	979	2,619	98,871
Carroll	807	2,417	90,759
Chickasaw	967	2,619	92,383
Choctaw	679	1,912	74,171
Claiborne	1,190	3,897	170,288
Clark	1,120	3,079	117,912
Clay	1,518	4,740	208,498
Coahoma	3,704	13,264	558,934
Copiah	1,869	5,961	246,425
Covington	1,125	3,635	141,179
DeSoto	1,852	6,285	248,717
Forrest	4,148	11,337	522,900
Franklin	824	2,328	96,293
George	1,194	3,617	165,481
Greene	930	2,819	125,183
Grenada	1,136	3,527	139,554
Hancock	1,697	4,768	220,117
Harrison	6,076	18,714	856,513
Hinds	13,548	4,082	1,892,893
Holmes	3,316	11,079	484,598
Humphreys	1,203	4,654	181,958
Issaquena	223	896	34,393
Itawamba	776	1,850	65,717
Jackson	4,994	15,895	802,851
Jasper	1,225	3,954	147,943
Jefferson	910	2,995	114,136
Jeff Davis	1,321	4,132	167,360
Jones	2,847	8,076	320,128
Kemper	709	2,362	89,005
Lafayette	1,046	3,049	116,416
Lamar	1,556	4,392	194,406
Lauderdale	3,947	11,695	503,240
Lawrence	856	2,413	96,515
Leake	1,756	5,057	202,220
Lee	2,039	5,330	216,072
Leflore	3,079	11,188	467,376
Lincoln	2,100	6,265	263,347
Lowndes	2,657	8,681	360,052
Madison	3,112	10,871	514,453
Marion	1,690	5,367	235,092
Marshall	2,787	9,396	381,641
Monroe	1,926	5,841	231,646
Montgomery	1,328	3,712	140,609
Neshoba	1,485	4,190	158,065
Newton	1,210	3,444	130,865
Noxubee	1,565	5,415	218,969
Oktibbeha	1,954	6,118	266,722
Panola	2,420	8,926	357,083
Pearl River	1,930	5,564	243,013
Perry	1,061	2,970	122,957
Pike	2,518	7,646	338,481
Pontotoc	1,072	2,614	95,173
Prentiss	1,194	3,103	116,473
Quitman	1,289	4,887	191,648
Rankin	2,012	6,091	249,187
Scott	1,494	4,579	177,535
Sharkey	908	3,741	147,519
Simpson	1,303	3,727	147,831
Smith	800	2,408	84,329
Stone	703	2,289	101,526
Sunflower	2,630	10,839	426,436
Tallahatchie	1,812	7,158	283,584
Tate	1,407	4,422	169,258
Tippah	1,298	3,541	133,481
Tishomingo	1,037	2,493	101,102
Tunica	1,308	5,040	203,125
Union	1,066	2,872	100,997
Walthall	1,166	4,005	160,243
Warren	2,914	8,584	386,379
Washington	6,023	21,207	940,504
Wayne	1,759	5,361	228,395
Webster	698	1,795	69,752
Wilkinson	1,077	3,362	130,626
Winston	1,714	5,086	198,809
Yalobusha	979	2,727	101,995
Yazoo	2,729	9,061	369,551
State Total	159,525	502,085	21,172,813

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of person.

[4] Average per meal is determined by dividing the average allotment per person ($42.17) by total number of average meals a month (90)

Mississippi Agriculture Report
June, 1984

The June 15, 1984 Index of Prices Received by Mississippi Farmers for all commodities was down 5 points, (2 percent) at 123 percent of its January-December 1977 average.

Decreases in cotton, rice, and soybean prices were responsible for the 5 point (4 percent) decline in the All Crops Index leaving it at 116 percent of its January-December 1977 average.

Decreases in beef cattle, calves, broilers, and eggs were responsible for the 5 point (4 percent) decline in the Livestock Products Index leaving it at 133 percent of its January-December 1977 average.

The June ratio of prices received by Mississippi farmers to U.S. prices paid was 74 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for June was 166, unchanged from mid-May.

PRICES RECEIVED AND PAID BY FARMERS--MISSISSIPPI

COMMODITY	UNIT	Jun 15 1983	May 15 1984 3/	Jun 15 1984
		Dollars		
PRICES RECEIVED				
Rice 4/	Cwt.	7.88	8.24	7.98
Sweet potatoes	Cwt.	7/	7/	7/
Soybeans	Bu.	6.13	8.26	7.76
Cotton	Lb.	.585	.725	.705
Cottonseed	Ton	7/	7/	7/
Hogs 4/	Cwt.	43.90	47.20	48.40
Cows	Cwt.	39.70	36.80	36.60
Steers & Heifers	Cwt.	56.40	54.40	50.80
Beef Cattle	Cwt.	46.60	45.10	43.30
Calves	Cwt.	59.20	53.00	50.00
Milk Cows 1/	Head	6/	6/	6/
All Milk, Whsl.	Cwt.	13.90	13.50	13.60
Fluid	Cwt.	14.00	13.60	——
Mfg.	Cwt.	12.60	11.80	——
Comm. Broilers 2/	Lbs.	.280	.345	.340
Eggs	Doz.	.509	.641	.530
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	11.00	12.00	12.50
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.50	13.50	14.50
Cottonseed Meal, 41% Protein	Cwt.	12.00	15.00	15.00
Soybean Meal, 44% Protein	Cwt.	13.00	14.00	14.00
Dairy Feed, 16% Protein	Ton	180.00	200.00	189.00
Chick Starter	Ton	187.00	198.00	194.00
Laying Feed	Ton	157.00	190.00	175.00
Broiler Grower	Ton	179.00	194.00	190.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October. 7/ Insufficient sales.

SOURCE: Mississippi Crop and Livestock Reporting Service, Mississippi Department of Agriculture and Commerce

Financial Transactions Banks and S & L's, United States, Southeastern States, April and May, 1984

$ millions	MAY 1984	APR 1984	MAY 1983	ANN. % CHG		MAY 1984	APR 1984	MAY 1983	ANN. % CHG
UNITED STATES									
Commercial Bank Deposits	1,351,091	1,345,076	1,251,305	+ 8	Savings & Loans**				
Demand	307,594	303,166	299,605	+ 3	Total Deposits	650,954	657,337	600,932	+ 8
NOW	89,820	88,949	76,933	+ 17	NOW	19,188	20,097	17,174	+ 12
Savings	359,120	361,665	329,405	+ 9	Savings	176,066	174,476	190,693	- 8
Time	634,542	627,703	580,502	+ 9	Time	458,368	466,136	396,764	+ 16
Credit Union Deposits	51,965	51,941	59,071	- 12		APR	MAR	APR	
Share Drafts	5,525	5,226	5,172	+ 7	Mortgages Outstanding	544,124	535,887	481,690	+ 13
Savings & Time	46,414	45,579	47,374	- 2	Mortgage Commitments	41,090	42,518	27,672	+ 48
SOUTHEAST									
Commercial Bank Deposits	155,977	154,436	141,189	+ 10	Savings & Loans				
Demand	36,960	36,152	35,332	+ 5	Total Deposits	N.A.	N.A.	N.A.	
NOW	11,725	11,680	9,986	+ 17	NOW	N.A.	N.A.	N.A.	
Savings	40,570	40,913	36,404	+ 11	Savings	N.A.	N.A.	N.A.	
Time	71,129	69,896	62,959	+ 13	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	6,037	5,922	5,557	+ 9		APR	MAR	APR	
Share Drafts	537	512	436	+ 23	Mortgages Outstanding	69,397	69,165	65,748	+ 6
Savings & Time	5,479	5,283	4,770	+ 15	Mortgage Commitments	5,286	5,117	4,040	+ 31
ALABAMA									
Commercial Bank Deposits	16,224	15,989	14,891	+ 9	Savings & Loans**				
Demand	3,826	3,657	3,624	+ 6	Total Deposits	5,343	5,360	4,959	+ 8
NOW	1,051	1,054	902	+ 17	NOW	158	165	134	+ 18
Savings	3,294	3,301	3,033	+ 9	Savings	926	897	857	+ 8
Time	8,608	8,456	7,864	+ 9	Time	4,307	4,341	4,028	+ 7
Credit Union Deposits	954	941	863	+ 11		APR	MAR	APR	
Share Drafts	96	92	80	+ 20	Mortgages Outstanding	4,034	4,011	3,607	+ 12
Savings & Time	934	818	721	+ 30	Mortgage Commitments	290	289	205	+ 41
FLORIDA									
Commercial Bank Deposits	55,373	55,020	48,744	+ 14	Savings & Loans**				
Demand	13,365	13,153	12,633	+ 6	Total Deposits	55,824	56,274	54,763	+ 2
NOW ·	4,929	4,868	4,246	+ 16	NOW	2,221	2,314	2,051	+ 8
Savings	19,128	19,318	16,390	+ 17	Savings	15,264	15,108	17,471	- 13
Time	19,395	18,990	16,559	+ 17	Time	38,484	39,060	35,715	+ 8
Credit Union Deposits	2,632	2,581	2,414	+ 9		APR	MAR	APR	
Share Drafts	270	258	219	+ 23	Mortgages Outstanding	40,673	40,590	38,718	+ 5
Savings & Time	2,235	2,185	1,852	+ 21	Mortgage Commitments	3,441	3,397	2,920	+ 18
GEORGIA									
Commercial Bank Deposits	23,387	22,891	20,117	+ 16	Savings & Loans				
Demand	7,277	7,032	6,572	+ 11	Total Deposits	N.A.	N.A.	N.A.	
NOW	1,529	1,528	1,315	+ 16	NOW	N.A.	N.A.	N.A.	
Savings	5,274	5,230	4,450	+ 19	Savings	N.A.	N.A.	N.A.	
Time	10,648	10,309	8,719	+ 22	Time	N.A.	N.A.	N.A.	
Credit Union Deposits	1,261	1,242	1,273	1		APR	MAR	APR	
Share Drafts	82	77	61	+ 34	Mortgages Outstanding	8,557	8,492	8,177	+ 5
Savings & Time	1,184	1,178	1,142	+ 4	Mortgage Commitments	563	551	289	+ 95
LOUISIANA									
Commercial Bank Deposits	25,703	25,647	24,552	+ 5	Savings & Loans**				
Demand	5,716	5,663	5,876	3	Total Deposits	9,369	9,378	8,755	+ 7
NOW	1,519	1,532	1,311	+ 16	NOW	220	233	181	+ 22
Savings	5,507	5,581	5,034	+ 9	Savings	2,402	2,352	2,468	- 3
Time	13,472	13,446	12,871	+ 5	Time	6,847	6,944	6,179	+ 11
Credit Union Deposits	209	206	195	+ 7		APR	MAR	APR	
Share Drafts	23	23	22	+ 5	Mortgages Outstanding	8,640	8,538	7,423	+ 16
Savings & Time	203	200	287	29	Mortgage Commitments	594	529	411	+ 45
MISSISSIPPI									
Commercial Bank Deposits	12,193	12,072	11,390	+ 7	Savings & Loans**				
Demand	2,409	2,367	2,401	+ 0	Total Deposits	N.A.	N.A.	N.A.	
NOW	850	859	788	+ 8	NOW	N.A.	N.A.	N.A.	
Savings	2,466	2,503	2,349	+ 5	Savings	N.A.	N.A.	N.A.	
Time	6,788	6,704	6,156	10	Time	N.A.	N.A.	N.A.9	
Credit Union Deposits	*	*	*			APR	MAR	APR	
Share Drafts	*	*	*		Mortgages Outstanding	2,075	2,087	2,021	+ 3
Savings & Time	*	*	*		Mortgage Commitments	73	67	34	+ 115
TENNESSEE									
Commercial Bank Deposits	23,097	22,817	21,495	+ 7	Savings & Loans**				
Demand	4,367	4,280	4,226	+ 3	Total Deposits	6,980	7,013	7,138	- 2
NOW	1,847	1,839	1,424	+ 30	NOW	184	193	168	+ 10
Savings	4,901	4,980	5,148	5	Savings	1,355	1,333	1,656	- 18
Time	12,218	11,991	10,790	+ 13	Time	5,481	5,529	5,360	+ 2
Credit Union Deposits	981	952	812	+ 21		APR	MAR	APR	
Share Drafts	66	62	54	+ 22	Mortgages Outstanding	5,418	5,447	5,802	- 7
Savings & Time	923	902	768	+ 20	Mortgage Commitments	325	284	181	+ 80

Notes: All deposit data are extracted from the Federal Reserve Report of Transaction Account, other Deposits and Vault Cash (FR2900), and are reported for the average of the week ending the 1st Wednesday of the month. This data, reported by institutions with over $15 million in deposits as of December 31, 1979, represents 95% of deposits in the six state area. The major differences between this report and the "call report" are size, the treatment of interbank deposits, and the treatment of float. The data generated from the Report of Transaction Accounts is for banks over $15 million in deposits as of December 31, 1979. The total deposit data generated from the Report of Transaction Accounts eliminates interbank deposits by reporting the net deposits "due to" and "due from" other depository institutions. The Report of Transaction Accounts subtracts cash in process of collection from demand deposits, while the call report does not. Savings and loan mortgage data are from the Federal Home Loan Bank Board Selected Balance Sheet Data. The Southeast data represent the total of the six states. Subcategories were chosen on a selective basis and do not add to total.

* = fewer than four institutions reporting

** = S&L deposits subject to revisions due to reporting changes.

N.A. = not available at this time.

SOURCE: Federal Reserve Bank of Atlanta, Southeastern Economic Insight. August 15, 1984

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	May 1984	Apr. 1984	Annual % Change	May 1984	Apr. 1984	May 1983	May 1984	Apr. 1983	Annual % Change
ALABAMA	1,348.6	1,345.7	+ 2	10.4	11.1	13.9	121.0	117.2	+ 2
Birmingham	342.4	341.9	+ 2	9.5	10.1	13.4	54.5	56.2	− 4
Huntsville	138.0	137.1	+ 5	8.1	8.8	10.2	26.0	23.3	+ 12
Mobile	147.6	147.5	+ 3	12.0	12.7	15.9	24.6	24.3	+ 6
Montgomery	109.6	109.2	+ 2	8.3	8.9	11.2	16.1	13.4	− 16
FLORIDA	4,123.1	4,129.0	+ 6	6.1	5.7	8.7	2,296.5	2,514.4	+ 10
Daytona Beach	90.9	90.8	+ 5	4.8	4.6	7.1	22.4	28.0	+ 2
Ft. Lauderdale	383.7	384.5	+ 4	4.9	4.6	7.6	233.6	289.9	+ 18
Jacksonville	323.8	322.9	+ 3	5.7	5.3	8.8	91.5	106.5	+ 6
Melbourne	124.6	124.6	+ 7	5.2	4.9	7.7	28.1	35.2	+ 16
Miami	750.4	752.8	+ 2	7.4	6.8	10.3	755.7	845.7	− 15
Orlando	361.1	359.5	+ 6	5.1	5.3	6.9	366.7	432.4	+ 8
Sarasota	83.3	84.2	+ 2	3.7	3.7	6.6	56.2	77.8	− 9
Tallahassee	79.5	79.5	+ 3	4.1	3.8	5.4	28.7	29.4	+ 7
Tampa-St. Pete	629.2	629.5	+ 3	5.2	5.0	7.8	566.9	457.2	+ 79
West Palm Beach	248.4	250.6	+ 6	6.2	5.7	8.7	146.7	212.3	+ 8
GEORGIA	2,387.7	2,375.9	+ 5	5.9	5.9	7.8	1,801.0	1,788.0	+ 10
Atlanta	1,115.4	1,108.7	+ 6	4.9	4.8	6.5	1,727.9	1,715.5	+ 9
Augusta	127.4	126.9	+ 1	7.0	7.3	9.4	15.7	16.7	+ 16
Columbus	83.7	83.7	+ 4	7.3	7.3	9.2	10.4	8.6	+ 38
Macon	102.7	102.9	+ 2	6.6	6.4	8.0	5.0	4.9	+ 8
Savannah	92.0	92.6	+ 3	7.3	7.1	9.3	42.0	42.3	+ 17
LOUISIANA	1,576.2	1,569.2	+ 1	8.9	8.9	12.3	330.0	288.4	+ 16
Baton Rouge	210.2	209.8	+ 2	7.3	7.2	10.1	28.0	26.3	+ 4
New Orleans	511.0	508.8	+ 1	8.0	7.9	10.7	302.0	262.1	+ 17
MISSISSIPPI	805.6	805.4	+ 2	9.5	9.3	13.5	35.2	33.0	− 2
Biloxi-Gulfport	63.2	62.8	+ 2	9.4	9.5	14.0	5.4	5.7	− 23
Jackson	148.8	147.6	+ 2	5.9	5.9	8.8	29.8	27.3	+ 3
TENNESSEE	1,811.9	1,792.1	+ 5	8.3	8.5	12.3	170.0	161.0	+ 5
Chattanooga	166.1	165.9	+ 1	7.9	7.8	10.4	17.9	20.3	− 9
Knoxville	203.8	203.4	+ 2	7.7	7.8	11.4	39.6	36.5	+ 10
Nashville	394.5	393.4	+ 4	5.5	5.7	8.8	112.5	104.2	+ 6

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12 mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	May 1984	Apr 1984	Annual % Change	May 1984	Apr 1984	Annual% Change	May 1984	Apr. 1984	Annual % Change
ALABAMA	696.6	690.9	+ 88	8,100	8,247	+ 21	8,567	9,162	+ 57
Birmingham	224.1	236.5	+ 53	2,310	2,289	+ 57	1,246	1,808	+ 38
Huntsville	83.7	88.1	+ 90	1,291	1,426	− 5	3,405	3,556	+ 144
Mobile	185.1	183.9	+ 300	850	856	+ 5	864	943	11
Montgomery	49.6	50.0	+ 77						
FLORIDA	4,297.7	4,226.0	+ 22	105,117	104,339	+ 40	98,454	96,613	+ 57
Daytona Beach	93.1	99.6	+ 25	4,221	4,218	+ 48	1,506	1,459	+ 52
Ft. Lauderdale	400.9	403.0	+ 30	4,823	4,700	+ 65	8,975	9,030	+ 26
Jacksonville	232.7	218.1	− 29	5,822	5,627	+ 29	8,030	7,693	+ 125
Melbourne	153.0	146.3	+ 57	5,068	4,[illegible]21	+ 74	3,427	3,210	+ 159
Miami	667.0	650.8	+ 39	6,436	6,443	+ 94	8,173	8,505	+ 20
Orlando	534.6	558.6	+ 15	13,264	13,272	+ 40	11,320	11,275	+ 178
Sarasota	89.3	91.1	+ 13	2,563	2,580	+ 28	2,048	2,030	+ 7
Tallahassee	52.3	52.0	+ 61	2,088	2,214	+ 24	791	792	33
Tampa-St. Pete	718.7	681.8	+ 31	17,541	17,240	+ 42	17,946	16,815	+ 75
West Palm Beach	371.4	370.2	+ 20	10,787	10,307	+ 64	9,345	9,650	+ 49
GEORGIA	1,563.0	1,496.9	+ 49	43,714	44,321	+ 28	26,747	25,970	+ 44
Atlanta	1,122.0	1,075.5	+ 51	30,499	31,028	+ 34	17,058	16,396	+ 73
Augusta	40.2	48.0	+ 2	2,833	2,627	+ 58	1,041	1,041	− 12
Columbus	44.0	42.0	+ 70	563	623	+ 27	973	1,103	+ 67
Macon	51.2	44.7	+ 70						
Savannah	53.5	47.5	+ 16						
LOUISIANA	1,188.0	1,193.3	− 7	16,287	16,537	+ 12	17,889	18,018	+ 57
Baton Rouge	248.4	242.5	+ 15	3,369	3,508	+ 10	4,620	4,153	+ 66
New Orleans	472.1	472.5	+ 19	6,717	6,685	+ 29	6,242	6,366	+ 44
MISSISSIPPI	226.6	223.3	+ 40	5,243	5,054	+ 23	5,837	5,919	+ 108
Biloxi-Gulfport	31.1	30.1	+ 38						
Jackson	44.7	38.8	+ 15	1,186	1,092	+ 125	834	866	+ 52
TENNESSEE	851.4	884.0	+ 27	14,028	14,070	+ 31	21,746	20,081	+ 167
Chattanooga	65.5	64.8	+ 13	1,174	1,167	+ 35	959	917	+ 83
Knoxville	106.4	121.2	+ 6	1,473	1,568	+ 25	804	723	+ 27
Nashville	306.2	300.8	+ 60	4,171	4,134	+ 34	10,778	9,720	+ 201

Notes: Labor Force data are from Bureau of Labor Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, August 1, 1984

STATE ECONOMIC INDICATORS

Indicator	June 1984[1]	May 1984[2]	June 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	956,300	952,000	941,700	0.5	1.6
Non-Ag Employment	799,800	805,600	795,300	—5.8	4.5
Mining	9,100	9,000	8,700	0.1	0.4
Contract Construction	33,300	32,800	37,000	0.5	—3.7
Manufacturing	210,200	210,900	205,300	—0.7	4.9
Transportation and Public Utilities	38,700	38,500	38,700	0.2	—0—
Wholesale and Retail Trade	170,100	169,200	165,300	0.9	4.8
Finance, Insurance and Real Estate	34,700	34,400	34,100	0.3	0.6
Service	127,000	128,200	127,200	—1.2	—0.2
Government	176,800	182,600	178,900	—5.8	—2.1
Unemployment Rate (Per Cent Labor Force)	9.5	9.5	12.7	——	——
Average Weekly Earnings in Manufacturing (Dollars)	282.58	277.67	270.50	1.8	4.5
Average Hourly Earnings in Manufacturing (Dollars)	6.96	6.89	6.63	1.0	5.0
Average Weekly Hours in Manufacturing	40.6	40.3	40.8	0.7	0.5
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,615	2,764	2,418	—5.4	8.2
Gasoline Delivered to Dealers (gals.)[6]	100,791	122,358	115,567	—17.6	—12.8
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[7]	1,475,728	1,905,790	1,042,923	——	——*
RETAIL SALES (000's)[8]	1,595,610	1,604,420	1,384,828	—0.6	15.2

Indicator	March 1984	February 1984	March 1983	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[9]					
Total Cash Receipts from Farm Marketings	134,606	115,145	102,761	16.9	31.0
Cash Receipts from Marketing Livestock	84,416	68,644	78,127	23.0	8.0
Cash Receipts from Marketing Crops	50,190	46,501	24,634	7.9	103.7

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures; not comparable with previously published data

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for February

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

*Percentages could not be totaled due to TVA figures for June withheld due to end of fiscal year auditing.

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month June	PerCent Month Ago	Change Year Ago	Current Month June	Month Ago	Year Ago
Aberdeen	60,850	0.6	35.0	— —	— —	— —
Baldwyn	3[illegible],582	1.0	10.2	100,494	86,200	65,200
Batesville	[illegible]0,737	−5.6	37.3	148,265	110,977	290,000
Bay Springs	29,287	25.8	35.0	— —	— —	— —
Bay St. Louis	58,350	1.1	−4.9	375,697	287,560	360,225
Belmont	14,989	37.0	40.1	— —	— —	— —
Belzoni	39,510	16.4	34.1	11,800	27,800	30,600
Biloxi	608,641	76.5	101.2	924,063	5,588,852	1,868,424
Brandon	70,184	10.3	64.9	455,600	— —	304,000
Brookhaven	152,653	2.8	24.6	499,250	118,600	577,250
Brooksville	3,135	−5.1	13.2	— —	— —	— —
Canton	85,847	5.1	31.8	— —	— —	— —
Carthage	58,821	−2.5	29.9	151,038	164,900	58,375
Charleston	22,012	6.6	24.8	— —	— —	— —
Clarksdale	162,801	2.2	28.3	1,771,718	274,700	251,610
Cleveland	132,947	7.0	30.2	— —	— —	— —
Collins	46,338	10.6	74.5	— —	— —	— —
Columbia	129,378	6.2	22.4	20	1,078	— —
Columbus	302,599	3.1	28.0	1,034,204	436,667	318,806
Corinth	148,416	0.7	23.3	195,000	— —	— —
Crystal Springs	29,324	−3.9	1.6	101,978	80,095	6,000
Drew	13,248	6.5	36.2	— —	— —	— —
Edwards	4,687	−20.9	47.9	77,200	6,000	— —
Ellisville	19,199	0.8	24.6	— —	— —	— —
Eupora	24,739	10.3	50.2	— —	— —	— —
Fayette	12,612	8.0	29.2	— —	— —	— —
Forest	66,613	2.2	24.0	12,000	—0—	165,200
Greenville	332,783	5.8	33.3	822,550	419,576	753,687
Greenwood	198,714	7.3	24.8	106,900	252,950	384,500
Grenada	124,167	1.4	33.6	265,616	252,560	556,750
Gulfport	347,735	−10.1	12.9	948,458	1,369,566	1,029,907
Hattiesburg	489,771	6.2	20.9	2,455,483	1,953,590	— —
Hernando	33,344	6.7	32.5	— —	— —	— —
Hollandale	20,054	16.1	50.5	— —	— —	— —
Holly Springs	59,872	7.9	43.0	327,699	— —	— —
Houston	50,869	8.0	48.6	165,000	152,500	78,050
Indianola	88,855	10.0	10.0	— —	— —	— —
Iuka	35,759	5.2	32.0	— —	— —	— —
Jackson	2,035,713	2.5	28.5	27,743,223	— —	— —
Kosciusko	74,209	4.9	30.6	182,000	163,128	52,200
Laurel	382,483	4.4	33.6	674,041	4,043,407	382,888
Leland	28,904	11.1	36.2	44,900	53,000	— —
Lexington	25,951	4.0	31.9	— —	— —	— —
Louisville	62,515	9.3	27.0	308,695	148,360	334,464
Lucedale	43,894	1.7	14.4	270,000	20,000	—0—
Lumberton	12,948	−5.7	36.0	— —	— —	— —
Macon	21,151	6.8	26.5	— —	— —	— —
Magee	66,029	3.1	35.2	— —	— —	— —
Magnolia	12,522	−9.1	20.1	106,000	145,500	— —
Marks	20,163	4.6	31.6	— —	— —	— —
McComb	173,118	1.0	26.5	159,855	132,275	162,600
Meadville	6,591	−30.0	17.0	— —	— —	— —
Mendenhall	23,966	−7.9	15.1	38,955	371,950	14,040
Meridian	503,011	−6.6	32.0	1,151,387	1,830,310	2,800,721
Monticello	24,996	4.6	20.3	— —	— —	— —
Morton	24,853	4.8	30.3	— —	— —	— —
Moss Point	66,132	7.1	29.9	134,494	266,350	162,556
Natchez	299,840	4.4	35.4	387,970	246,000	629,940
New Albany	83,001	8.4	42.5	—0—	291,877	30,000
Newton	31,870	10.8	23.5	—0—	291,877	30,000
Ocean Springs	97,232	4.4	21.2	— —	— —	— —
Okolona	17,233	−5.9	16.7	—0—	5,000	—0—
Oxford	126,903	4.1	47.6	174,550	818,820	670,057
Pascagoula	250,257	2.9	33.9	— —	— —	— —
Pass Christian	18,853	2.9	32.9	— —	— —	— —
Philadelphia	85,333	0.9	24.8	— —	— —	— —

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month June	PerCent Month Ago	Change Year Ago	Current Month June	Month Ago	Year Ago
Picayune	109,532	9.8	18.0	997,000	549,000	861,000
Pontotoc	56,077	2.5	31.5	——	——	——
Poplarville	21,143	9.4	23.9	——	——	——
Port Gibson	17,465	1.3	3.1	——	——	——
Prentiss	30,713	8.9	41.9	5,500	200	24,000
Quitman	32,282	7.2	33.1	——	——	——
Raymond	5,281	—0—	31.8	——	——	——
Richton	13,521	7.5	32.0	60,000	——	——
Rosedale	9,022	23.9	16.4	——	——	——
Ruleville	15,616	0.1	26.8	——	——	——
Sardis	22,825	3.7	8.1	4,000	4,000	4,000
Senatobia	66,567	—3.3	39.8	39,600	140,700	1,800
Shelby	14,295	22.6	37.3	——	——	——
Starkville	137,864	3.1	38.8	1,107,000	622,000	781,716
Summit	15,152	3.9	32.4	——	——	——
Taylorsville	20,359	37.4	64.3	——	——	——
Tchula	5,013	—7.8	11.0	——	——	——
Tunica	21,206	—2.5	17.1	31,000	—	18,000
Tupelo	432,216	2.9	18.5	872,164	3,678,664	1,618,451
Union	18,608	9.3	10.8	——	——	——
Utica	12,419	11.8	29.9	——	——	——
Vicksburg	265,706	—5.2	34.6	410,637	518,111	1,942,175
Walnut Grove	1,833	2.6	16.1	——	——	——
Water Valley	31,394	4.1	30.3	——	——	——
Waynesboro	69,968	2.7	29.2	—0—	94,000	15,000
West Point	63,311	6.1	17.6	1,136,362	369,724	248,450
Wiggins	35,186	2.6	31.6	34,500	35,000	125,000
Winona	42,939	—2.6	27.2	37,000	39,000	—0—
Yazoo City	89,820	—4.9	37.4	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON [Hinds and Rankin Counties]	June 1984	May 1984	June 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	163,100	159,400	164,500	2.3	—0.9
Unemployed Persons	10,600	9,400	15,200	12.8	—30.3
Per Cent of Labor Force	6.5	5.9	9.2	——	——
Employed Persons	152,500	150,000	149,300	1.7	2.1
Non Ag Wage & Salaries	130,500	128,600	127,700	1.5	2.2
Manufacturing	20,300	19,400	19,900	4.6	2.0
CITY SALES TAX COLLECTIONS	2,128,284	2,071,362	1,643,362	2.8	29.5

BILOXI-GULFPORT [Hancock, Harrison and Stone Counties]	June 1984	May 1984	June 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	71,390	69,620	74,570	2.5	4.3
Unemployed Persons	7,300	6,580	10,760	10.9	—32.2
Per Cent of Labor Force	10.2	9.5	14.2	——	——
Employed Persons	64,090	63,040	63,810	1.7	0.4
Non Ag Wage & Salaries	53,930	53,200	53,660	1.4	0.5
Manufacturing	9,700	9,310	9,680	4.2	0.2
CITY SALES TAX COLLECTIONS	975,229	781,119	625,530	24.9	56.0

Estimated Effective Buying Income for Designated Counties 1982 and 1983 (thousands of Dollars)

SOURCE: **Sales Management and Marketing.** Computations by the Division of Business Research, Mississippi State University.

County	1982	% of State	% of Change	1983	% of State	% of Change
Adams	261,001	1.52	9.90	282,058	1.52	8.07
Alcorn	232,147	1.35	0.36	257,325	1.39	10.85
Amite	84,882	0.50	39.50	93,379	0.50	10.01
Attala	100,416	0.60	37.60	109,503	0.59	9.05
Benton	40,934	0.23	13.62	43,671	0.24	6.69
Bolivar	220,300	1.30	5.32	240,258	1.30	9.06
Calhoun	85,371	0.50	4.60	87,151	0.47	2.09
Carroll	49,725	0.30	13.82	53,717	0.29	8.03
Chickasaw	93,872	0.55	−1.91	105,025	0.57	11.88
Choctaw	47,165	0.30	32.70	44,880	0.24	−4.84
Claiborne	76,951	0.45	14.24	77,257	0.42	0.40
Clarke	109,135	0.63	18.06	119,805	0.65	9.78
Clay	136,966	0.80	0.88	144,398	0.78	5.43
Coahoma	178,690	1.04	11.65	187,556	1.01	4.96
Copiah	153,979	0.90	22.91	157,844	0.85	2.51
Covington	97,534	0.57	33.68	104,126	0.56	6.76
DeSoto	436,054	2.53	20.14	484,276	2.62	11.06
Forrest	480,186	2.80	12.10	524,815	2.84	9.29
Franklin	49,910	0.30	27.67	53,500	0.29	7.19
George	109,948	0.64	37.45	117,512	0.64	6.88
Greene	50,471	0.30	60.26	55,361	0.30	9.69
Grenada	127,012	0.74	4.81	139,668	0.75	9.96
Hancock	191,882	1.12	47.28	215,166	1.16	12.13
Harrison	1,287,233	7.50	16.67	1,394,055	7.53	8.30
Hinds	2,202,575	12.81	4.07	2,433,308	13.51	10.48
Holmes	81,955	0.50	−4.90	89,058	0.48	8.67
Humphreys	49,902	0.30	−16.55	53,329	0.29	6.87
Issaquena	10,501	0.06	−19.70	10,347	0.06	−1.47
Itawamba	124,872	0.73	27.27	139,211	0.75	11.48
Jackson	1,057,989	6.15	3.11	1,194,836	6.46	12.84
Jasper	93,661	0.54	21.45	101,486	0.55	8.35
Jefferson	42,236	0.25	19.48	45,257	0.24	7.15
Jeff Davis	82,359	0.48	37.43	83,642	0.45	1.56
Jones	463,500	2.70	7.22	478,409	2.59	3.22
Kemper	47,137	0.30	25.09	47,945	0.26	1.71
Lafayette	227,014	1.32	16.24	238,397	1.29	5.01
Lamar	187,080	1.09	39.81	199,631	1.08	6.71
Lauderdale	583,394	3.40	12.87	639,762	3.46	9.66
Lawrence	88,931	0.52	43.24	89,127	0.48	0.22
Leake	96,767	0.56	20.08	98,815	0.53	2.12
Lee	418,536	2.43	−5.40	471,297	2.55	12.61
Leflore	224,999	1.31	10.82	235,734	1.27	4.77
Lincoln	193,201	1.12	15.36	209,863	1.13	8.62
Lowndes	393,306	2.29	−6.31	405,636	2.19	3.13
Madison	295,119	1.72	41.56	329,241	1.78	11.56
Marion	188,196	1.10	54.05	191,034	1.03	1.51
Marshall	147,416	0.86	8.81	154,918	0.84	5.09
Monroe	214,459	1.25	−0.19	219,484	1.19	2.34
Montgomery	68,020	0.40	22.20	68,577	0.37	0.82
Neshoba	145,937	0.85	14.69	156,308	0.84	7.11
Newton	120,879	0.70	10.84	129,917	0.70	7.47
Noxubee	51,902	0.30	−3.75	54,822	0.30	5.63
Oktibbeha	258,882	1.51	18.90	260,929	1.41	0.79
Panola	134,417	0.78	5.15	147,500	0.80	9.73
Pearl River	245,356	1.43	29.31	249,758	1.35	1.79
Perry	66,301	0.39	27.38	75,150	0.41	13.35
Pike	242,090	1.41	30.00	259,109	1.40	7.03
Pontotoc	117,396	0.68	14.48	124,670	0.67	6.20
Prentiss	145,027	0.84	25.42	151,441	0.82	4.42
Quitman	41,133	0.24	−2.47	44,126	0.24	7.28
Rankin	674,854	3.92	45.59	734,259	3.97	8.80
Scott	141,621	0.82	18.76	156,167	0.84	10.27
Sharkey	34,334	0.20	1.00	36,046	0.19	4.99
Simpson	151,354	0.88	18.78	162,522	0.88	7.38
Smith	91,365	0.53	15.20	97,057	0.52	6.23
Stone	65,344	0.38	33.87	73,379	0.40	12.30
Sunflower	144,261	0.84	5.74	152,411	0.82	5.65
Tallahatchie	67,403	0.39	−6.76	70,782	0.38	5.01
Tate	103,889	0.60	−8.37	109,507	0.59	5.41
Tippah	100,637	0.59	7.63	103,821	0.56	3.16
Tishomingo	114,204	0.66	11.27	111,114	0.60	−2.71
Tunica	30,636	0.18	−13.68	31,610	0.17	3.18
Union	133,699	0.78	−3.25	144,096	0.78	7.78
Walthall	88,162	0.51	42.68	86,755	0.47	−1.60
Warren	437,689	2.54	30.21	463,903	2.51	5.99
Washington	408,874	2.38	−5.02	415,892	2.25	1.72
Wayne	119,153	0.69	38.26	120,490	0.65	1.12
Webster	55,596	0.32	4.90	61,161	0.33	10.01
Wilkinson	54,495	0.32	25.60	53,795	0.29	1.23
Winston	112,011	0.65	22.47	114,741	0.62	2.44
Yalobusha	72,964	0.42	1.67	78,734	0.43	7.77
Yazoo	143,401	0.83	−6.10	148,657	0.80	3.67
State Total	17,200,155		12.64	18,501,182		7.6

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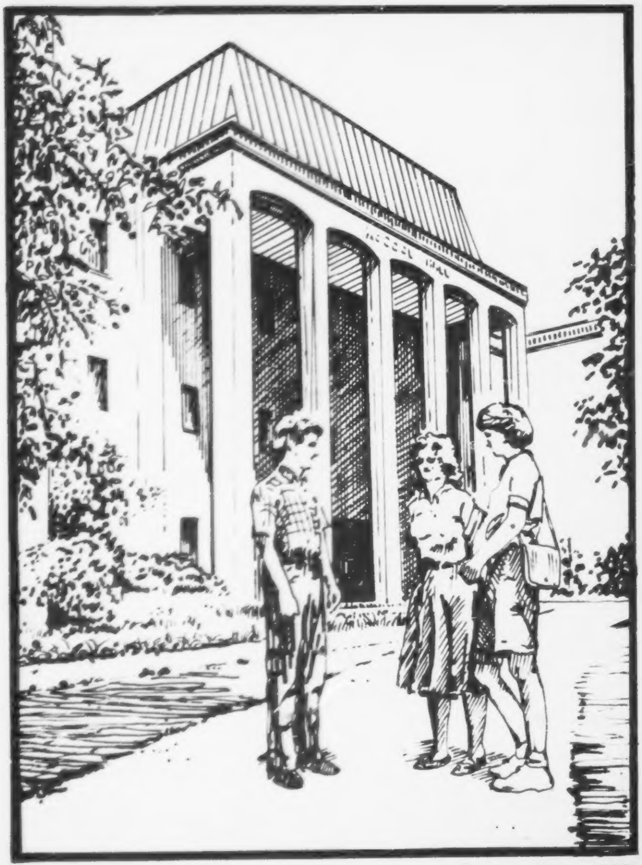
MISSISSIPPI BUSINESS REVIEW



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DIVISION OF BUSINESS RESEARCH
MISSISSIPPI STATE UNIVERSITY

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The majority of our readership is businessmen and this is the essential parameter used in evaluating articles for publication. Specifically, the article can be related to any subject in Business and Economics. It may be a presentation of results of a study by the author, a well supported opinion on a current topic or an application of some theoretical aspect of business or economics that might be applicable to the businessman. The article should be well supported, and should avoid an overly technical presentation.

The article should run 14 to 16 double spaced, typewritten pages with a 72 space line. Maximum length for one part articles should be approximately 6000 words or 24 double spaced typewritten pages with a 72 space line. Longer articles will have to be condensed or considered as a multi-part series.

Photographic illustrations should be glossy prints of sufficient size, contrast and quality for reproduction. Graphs, tables and drawings may be submitted in rough form. However, should the article be accepted the author should furnish us with finished, camera-ready illustrations.

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The Management Accountant and Social Responsibility Disclosures

By
E.L. Schafer
and M.R. Mathews

INTRODUCTION

The concept of "social responsibility accounting" or "accounting for social responsibility by corporations" is not new. The Ernst and Ernst surveys (1973-78) of corporate reports produced by Fortune 500 companies, the extracts from a number of reports given by Epstein, Flamholtz and McDonough (1976) and the examples used by Preston (1981) indicate a steady and growing development of this type of disclosure.

A number of authors have attempted to go beyond an examination of what is currently disclosed and provide a theoretical framework. These include Bauer and Fenn (1973) and Ramanathan (1976). This framework would assist in evaluating existing disclosures and in providing additional information for a variety of audiences, including management accountants.

Barnett and Caldwell (1974) showed that management accountants responding to their survey instrument were favorably disposed towards the production of social responsibility data for internal use.

The objective of this short article is to show that there are good reasons for having management accountants involved in designing, recording, measuring and reporting systems for social responsibility accounting. These include the effect which social responsibility accounting (SRA) may have on strategic and operational planning procedures, control systems, performance measurements and the value of the firm.

SRA may be defined as-

> voluntary disclosure of information, both qualitative and quantitative, made by organizations to inform or influence a range of audiences. The quantitative disclosures may be in financial or non-financial terms.

THE ROLE OF MANAGEMENT ACCOUNTING AND SOCIAL RESPONSIBILITY DISCLOSURES

A number of the authors cited have also indicated the need for a management accounting input to the development of social responsibility disclosures.

Ramanathan (1976) comments that:

> *To the extent that a firm's social impacts are not subjected to formal measurement process, these aspects are not likely to enter into the firm's planning decisions or performance evaluation.* (p. 516)

Epstein, Flamholtz and McDonough (1976) argue that a larger number of reports are produced for internal use than the public is aware of, because many are not issued for external consumption. The public is left with an impression that corporations only use social reporting for external purposes (p. 28).

Although these references suggest that the authors have a firm basis for their statement about relative emphasis of internal and external reporting, in conclusion they say-

> *We need to know more about:*
> *(4) the extent to which corporations are using accounting for social performance for decision making and performance evaluation at different levels in the organization, including the evaluation of (a) individuals, (b) divisions and (c) the corporation as a whole.* (p. 35)

It will be argued in this paper that management accountants need to be involved in social responsibility disclosures, whether they are intended for internal or external consumption.

In a relatively recent article, Preston (1981) concentrates on directions for development in corporate social reporting. He suggests that -

> *(1) the value of a corporate social reporting activity depends upon its usefulness to* ***management;*** *and*
>
> *(2) there are available techniques for developing social performance information that will have continuing managerial usefulness over time.* (p. 262)
>
> (original emphasis)

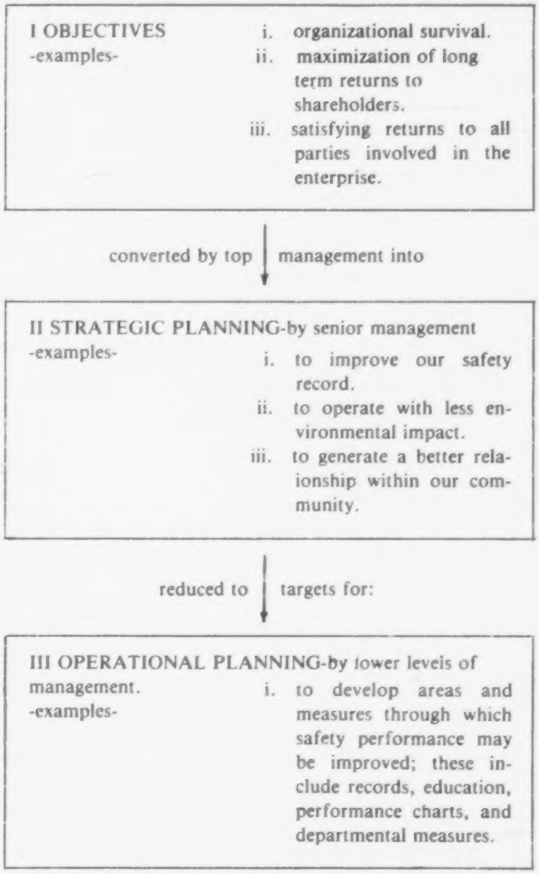
Having established that a number of noted writers in the field of SRA are equally as concerned with the internal reporting of social responsibility date, as they are with external reporting, we shall consider these internal aspects in more detail.

STRATEGIC AND OPERATIONAL PLANNING PROCEDURES

Senior management should be responsible for major and far reaching actions in respect of strategic planning. Objectives which may be adopted at this level are translated into strategic plans of a broad nature. Examples might be "to move into international marketing" to "retrench plant X" or to "cease manufacture of product Z". Once the strategic decision has been taken the operational planning procedures will tend to fill in the details and operationlize the strategic decision.

The same procedure should be adopted in respect of social responsibility disclosures, whether destined for ultimate consumption outside the organization or for use as an internal report. Examples of strategic decisions applied to social responsibility matters might be expressed as "to improve our accident record" or "to have a particular change in the hiring record for minorities" or "to have a less damaging effect on the environment". In any event it is extremely important that senior management should be seen to have instigated the process. This will ensure that policies on SRA disclosures have an opportunity to proceed to the operational phase. This process is shown in exhibit 1.

EXHIBIT 1 The Relationship between strategic and operational planning for social disclosures. (partial only)



I OBJECTIVES
-examples-
i. organizational survival.
ii. maximization of long term returns to shareholders.
iii. satisfying returns to all parties involved in the enterprise.

converted by top management into

II STRATEGIC PLANNING-by senior management
-examples-
i. to improve our safety record.
ii. to operate with less environmental impact.
iii. to generate a better relaionship within our community.

reduced to targets for:

III OPERATIONAL PLANNING-by lower levels of management.
-examples-
i. to develop areas and measures through which safety performance may be improved; these include records, education, performance charts, and departmental measures.

To operationalize a decision to utilize social responsibility disclosures will require management to set general areas within which to operate. After this, specific planning measures must be generated within these areas. A limited number of suggested areas and measures are given below.

Areas	**Planning Measures**
1. Environmental Protection	i. Liquid, solid, gaseous, discharge in physical measures such as lbs. and gals.
	ii. specific measures of particular materials-parts per million (ppm) of toxic gases for example

2. Product Utility /Reliability	i. Number of complaints from customers. ii. Reactions from consumer bodies. iii. Reports from independent consultants.
3. Energy Efficiency	i. Cost of Energy used. ii. Specific measures of energy used in physical terms for particular areas. iii. Cost of energy per unit of output. iv. Energy used to output.ratio in specific plants and cost centers.
4. Productivity per unit of individual employee or plant time	i. Physical output in terms of process time. ii. Physical output in terms of employee time.
5. Employee/Employer Relations (Unions where applicable)	i. Official disputes as a proportion of normal working time. ii. Unofficial disputes as a proportion of normal working time. iii. Use of agreed grievance procedures by employees.
6. Employee conditions/safety management	i. Lost time accidents involving serious injury. ii. time lost through minor accidents, analyzed by plant, division, etc.
7. Research and Development	i. Number of patents held. ii. Number of active researchers. iii. Number of projects at various specified stages of development.
8. Community Activity	i. Specific measures of community service-scholarships, loans, provision of equipment and personnel, sponsorships etc.
9. Minority Employment	i. Employment at different levels within the organization. ii. Comparison with previous employment records and those of other organizations.

The areas and measures listed above are only a sample of those from which operational management might choose a final regime. Each organization would have to develop specific, as well as general, planning measures, to deal with problems within identified areas. The sequence of strategic planning decision, followed by operational planning and action, leads naturally to the use of these measures for control purposes.

CONTROL SYSTEMS

The use of budgetary control systems must be acknowledged as a characteristic of the modern organization. The principles of these systems may be applied to the social responsibility measures discussed above. The operational planning process outlined in the previous section would be applied to division, departments, and sections and leads logically to the development of budgets for social measures as well as for physical and financial quantities. Thus, it is possible to budget for an accident record or a particular level of injuries in much the same ways as for any other operational input or output. Another example might be a budgeted improvement in environmental impact by reducing the discharge of a particular pollutant- even where the present output is below required (statutory) levels.

Budgets developed in the manner described may be flexed in the usual way to allow for activity levels above or below those originally envisaged. Furthermore, using a system of planning budgets will ensure that an appropriate record system is set up and maintained, since operational management will need to show compliance with the budget. Once the fixed (planning) budget is adjusted for actual activity (flexed) a comparison of budgeted and actual results is possible. The variances developed as a result of this comparison have the same strengths and weaknesses as control devices as those developed from physical and monetary measurements and the variances from budgeted safety or environmental impact performance must be investigated if outside significance limits. The development of variances may have particular importance for the measurment of divisional performance.

DIVISIONAL PERFORMANCE MEASUREMENT

The measurement of divisional performance and the subsequent control of divisional management from a central position are acknowledged to be difficult problems. Divisional management has been assessed by means of highly condensed financial aggregates such as return on capital employed (ROCE). However, undue reliance upon this type of measure can lead to dysfunctional actions in terms of overall corporate performance. A number of undesirable practices may result, including a reduction in the level of maintenance and research and development, the sale of currently unused assets, and sometimes managerial decisions which lead to higher output in the short term. These may produce a disaffected workforce and industrial disputes in the longer term.

The use of social responsibility accounting measures in divisional performance measurement may help to overcome the limitations of ROCE (or similar financial measures such as R.I.). The package developed might include measures of employee morale (turnover of personnel) as well as research and development, safety, and environmental impact (measures of discharges). These would, of course, be in addition to the more traditional financially based measures.

The evaluation of divisional performance would then be seen by the management concerned as balanced and aimed at the longer term, in which case many of the dysfunctional consequences of unidimensional measures may be avoided.

The usefulness of social responsibility accounting systems, designed and operated by management accountants, for control and performance evaluation, is probably a sufficient reason for their introduction. However, if further support is needed we can turn to the valuation of the firm and the efficient market hypothesis.

THE VALUE OF THE FIRM-THE EFFICIENT MARKET HYPOTHESIS

The Efficient Market Hypothesis (EMH) indicates that all available information about an organization may be impounded into the stock price. Consequently, it is not possible to obtain abnormal returns on stock prices taking the market as a whole. This means that although financial accounting reports are important declarations of stewardship, they do not have the sole impact on share prices because the information contained in the accounts has already been allowed for.

Management may be able to influence the market reaction to the companies stock by means of press releases, interviews, and other forms of media intervention. These would include the release of favorable social responsibility disclosures. In this way the production of social reports is calculated to influence market opinion (Spicer 1978, Stevens, 1982). However, if we take the strong view of the EMH all information, published or not, is going to be impounded by the market. This means that unfavorable social responsibility measures, which would often not be disclosed, would still have an effect on the market performance of stock. This feature of the EMH can be turned to advantage in that any management endeavors to set down operational strategies for social responsibility disclosures will be recognized even **though no formal external reporting systems are intended.**

It is argued that there is a nexus between management performance and share price whether or not this is desired by management and management accountants. The only way to turn this into a positive factor is to demonstrate managements concern for all aspects of organization performance; personnel, environment, community, and product, as well as short term financial actions. This is best achieved through a social responsibility accounting system including objectives, strategies, standards, budgets, performance measurement and variance analysis, and divisional performance measurements.

CONCLUSION

This short article has examined the issue of SRA from the management accounting point of view. This contrasts with the usual financial accounting perspective.

A number of authorities within the SRA literature have indicated the importance of management accounting to the development of the area. However, there is some doubt about how much SRA is done for management and not disclosed in accounting reports.

It has been suggested above that management accountants should take an active role in developing objectives, strategic and operational policies and standards for SRA. This would enable budgetary control systems and variance analysis to be used to ensure adherence to previously agreed standards in the areas normally included in SRA. In particular those connected with employees, safety, product improvement, community relationships, energy usage and environmental impact. An additional benefit could come from a more balanced system of divisional performance evaluation for segregated management structures.

A final argument in favor of management accountants setting up and controlling SRA systems is the EMH. If the semi-strong or strong form is accepted this would ensure that all management actions are impounded in the market price of the stock. Management accountants would be able to have a direct impact on stock prices through the way in which the SRA system is operated.

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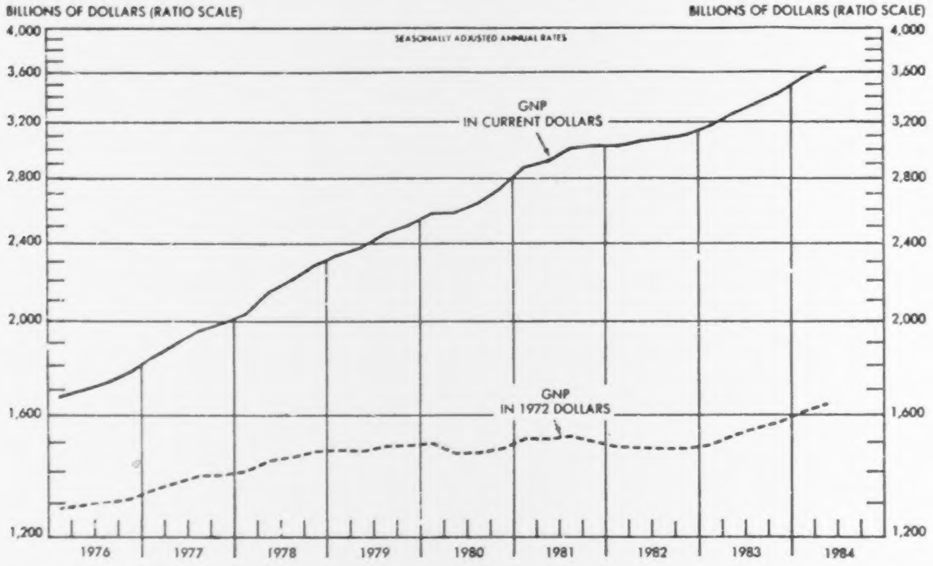
NEW AND EXPANDED INDUSTRY

Town	Firm	Product	No. of Employees
NEW			
Amory	**Weyerhauser Co.**	Wood chips	25
Grenada	**Georgia-Pacific Corp.**	Oriented strandboard	150
Olive Branch	**Menasha Corp.**	Corrugated containers	30
Schlater	**Dewitt Corp.**	Catfish processing	100
Shaw	**Prime Source, Inc.**	Color decals for industry & screen printing	40
Yellow Creek Port	**Merchants Grain Co., Inc.**	Grain distributing	5
EXPANDED			
Brandon	**Metal Textile, Inc.**	Household Cleaning Pads	80
Clinton	**Gulf State Canner, Inc.**	Blow molding of 2 liter plastic bottles	35
Greenwood	**CAE Plastics**		18
Laurel	**Howard Industries**	Transformers	500
	Howse Implements	Rotary Cutters/Universal Joints	30
	Thermo-Kool	Walk-in coolers & freezers/refrigerators sytems	40
Olive Branch	**Bozof-Meador Co.**	Boat seats	35
Pontotoc	**Landmark Co.**	Furniture	10

Gross National Product

According to revised estimates for the second quarter of 1984, gross national product rose $94.8 billion or 11.1 percent, both at annual rates. Real output (GNP adjusted for price changes) rose 7.6 percent (annual rate) and the implicit price deflator rose 3.2 percent (annual rate).



SOURCE: DEPARTMENT OF COMMERCE

COUNCIL OF ECONOMIC ADVISERS

[Billions of current dollars; quarterly data as seasonally adjusted annual rates]

Period	Gross national product	Personal consumption expenditures	Gross private domestic investment	Exports and imports of goods and services			Government purchases of goods and services					Final sales
				Net exports	Exports	Imports	Total	Federal			State and local	
								Total	National defense	Non-defense		
1972	1,185.9	737.1	195.0	0.7	77.5	76.7	253.1	101.7	73.1	28.5	151.4	1,175.7
1973	1,326.4	812.0	229.8	14.2	109.6	95.4	270.4	102.0	72.8	29.1	168.5	1,307.9
1974	1,434.2	888.1	228.7	13.4	146.2	132.8	304.1	111.0	77.0	33.9	193.1	1,420.1
1975	1,549.2	976.4	206.1	26.8	154.9	128.1	339.9	122.7	83.0	39.7	217.2	1,556.1
1976	1,718.0	1,084.3	257.9	13.8	170.9	157.1	362.1	129.2	86.0	43.2	232.9	1,706.2
1977	1,918.3	1,204.4	324.1	−4.0	182.7	186.7	393.8	143.4	92.8	50.6	250.4	1,895.3
1978	2,163.9	1,346.5	386.6	−1.1	218.7	219.8	431.9	153.6	100.3	53.3	278.3	2,137.4
1979	2,417.8	1,507.2	423.0	13.2	281.4	268.1	474.4	168.3	111.8	56.5	306.0	2,403.5
1980	2,631.7	1,668.1	401.9	23.9	338.8	314.8	537.8	197.0	131.2	65.9	340.8	2,641.5
1981	2,957.8	1,849.1	484.2	28.0	369.9	341.9	596.5	228.9	153.7	75.2	367.6	2,931.7
1982	3,069.3	1,984.9	414.9	19.0	348.4	329.4	650.5	258.9	179.5	79.4	391.5	3,095.4
1983	3,304.8	2,155.9	471.6	−8.3	336.2	344.4	685.5	269.7	200.5	69.3	415.8	3,318.3
1982: I	3,026.0	1,931.3	436.2	27.7	359.4	331.7	630.9	249.8	168.4	81.4	381.1	3,043.1
II	3,061.2	1,960.9	431.2	35.5	366.3	330.8	633.7	245.0	175.3	69.7	388.7	3,072.1
III	3,080.1	2,001.3	415.9	6.6	346.3	339.7	656.3	261.6	183.3	78.2	394.7	3,095.5
IV	3,109.6	2,046.1	376.2	6.3	321.7	315.4	681.0	279.4	191.0	88.4	401.6	3,170.8
1983: I	3,173.8	2,070.4	405.0	19.6	328.5	308.9	678.8	273.0	194.7	78.3	405.8	3,216.8
II	3,267.0	2,141.6	449.6	−6.5	328.1	334.5	682.2	270.5	199.3	71.3	411.6	3,286.4
III	3,346.6	2,181.4	491.9	−16.4	342.0	358.4	689.8	269.2	200.9	68.3	420.6	3,350.9
IV	3,431.7	2,230.2	540.0	−29.8	346.1	375.9	691.4	266.3	207.2	59.1	425.1	3,419.0
1984: I	3,553.3	2,276.5	623.8	−51.5	358.9	410.4	704.4	267.6	213.4	54.2	436.8	3,479.5
II^r	3,648.1	2,329.5	626.4	−54.6	366.9	421.6	746.8	299.3	221.2	78.1	447.5	3,599.6

NOTE.—Series beginning 1981 are as revised in July issue of *Economic Indicators*.

Source: Department of Commerce, Bureau of Economic Analysis.

Mississippi Agriculture Report
July, 1984

The July 15, 1984 Index of Prices Received by Mississippi Farmers for all commodities was down 3 points, (2 percent) at 118 percent of its January-December 1977 average.

Decreases in cotton and soybean prices were responsible for the 8 point (7 percent) decline in the All Crops Index leaving it at 105 percent of its January-December 1977 average.

Increases in broiler, and egg and milk prices were responsible for the 2 point (1 percent) rise in the Livestock Products Index leaving it at 136 percent of its January-December 1977 average.

The July ratio of prices received by Mississippi farmers to U.S. prices paid was 71 percent of its January-December 1977 average. The Index of Prices Paid by Farmers for Commodities, Services, Interest, Taxes and Farm Wage Rates for July was 166, unchanged from mid-June.

PRICES RECEIVED AND PAID BY FARMERS--MISSISSIPPI

COMMODITY	UNIT	Jul 15 1983	Jun 15 1984 3/	Jul 15 1984
			Dollars	
PRICES RECEIVED				
Rice 4/	Cwt.	7.95	8.20	8.19
Sweet potatoes	Cwt.	7/	7/	7/
Soybeans	Bu.	6.89	7.64	6.78
Cotton	Lb.	.612	.671	.631
Cottonseed	Ton	7/	7/	7/
Hogs 4/	Cwt.	43.40	49.00	52.20
Cows	Cwt.	37.80	36.40	35.50
Steers & Heifers	Cwt.	54.40	53.00	53.80
Beef Cattle	Cwt.	44.00	42.00	41.50
Calves	Cwt.	56.90	52.50	50.70
Milk Cows 1/	Head	1,030.00	6/	840.00
All Milk, Whsl.	Cwt.	14.10	13.80	13.90
Fluid	Cwt.	14.20	13.90	——
Mfg.	Cwt.	12.50	11.90	——
Comm. Broilers 2/	Lbs.	.310	.340	.365
Eggs	Doz.	.484	.530	.571
PRICES PAID FOR FEED				
Hog Feed, 14-18% Protein	Cwt.	12.00	12.50	12.50
Beef Cattle Concentrate, 32-36% Protein	Cwt.	11.00	14.50	12.50
Cottonseed Meal, 41% Protein	Cwt.	12.00	15.00	15.00
Soybean Meal, 44% Protein	Cwt.	12.50	14.00	13.50
Dairy Feed, 16% Protein	Ton	180.00	189.00	195.00
Chick Starter	Ton	186.00	194.00	191.00
Laying Feed	Ton	157.00	175.00	168.00
Broiler Grower	Ton	180.00	190.00	188.00

1/ Animals sold for dairy herd replacement only. 2/ Liveweight equivalent. 3/ Prices for rice, milk, soybeans, cotton and livestock relate to the average prices for all sales during the month. 4/ U.S. Price. 5/ Market (table) eggs, including eggs sold retail by producers. 6/ Prices published January, April, July and October, 7/ Insufficient sales

SOURCE: Mississippi Crop and Livestock Reporting Service, Mississippi Department of Agriculture and Commerce.

GENERAL FUND

Comparing July 1, 1983-July 31, 1984

	July 1984	July 1983
Sales Tax	$52,855,891(1)	$40,579,607
Use & Wholesale Compensating Tax	6,639,175(2)	8,602,531
Individual Income Tax	14,709,033	21,368,704
Corporate Tax	7,333,956	2,531,913
Tobacco Tax	2,374,109	2,342,197
ABC Division	2,379,080	2,921,061
Beer & Wine Tax	2,220,592	2,055,902
Oil Severance Tax	3,117,350	4,311,786
Estate Tax	787,231	613,583
Statewide Privilege Tax	358	1,912
Installment Loan Tax	427,932	358,827
Gas Severance Tax	2,103,281	3,668,302
Insurance Premium Tax	1,245,353	1,500,000
Auto Tag Fees	305,526	328,863
Auto Privilege Tax	184,501	245,245
Title Fees	118,177	108,742
Petroleum Tax	426,418	393,165
Admission Tax	22,994	16,862
Timber Severance Tax	———	43,569
Slot Vending Tax	7,609	2,799
Pulpwood Scaling Fees	9,900	9,761
Fire Marshal Fees	355	759
Freeport Warehouse Tax	10	--
Aircraft Registration Fees	255	168
Int. on Direct Deposits	43,489	49,862
Tax Commission Transfer to Gen. Fund	$ 97,312,576	$ 92,056,121
Tax Comm. Special Fund Transfers	68,289,645	50,167,790
Tax Commission Total Transfers	$165,602,221	$142,223,911

(1) 2% Discount allowed and not included-$664,017

(2) 2% Discount allowed and not included-$ 49,927

Tax Commission Cash Balance July 31, 1984-$13,588,023

Tax Commission Cash Balance July 31, 1983-$19,941,098

COLLECTIONS

With July 1, 1982-July 31, 1983

7/1/83 to 7/31/84	7/1/82 to 7/31/83	Increase or Decrease over Prior Year	
		Amount	Percent
$52,855,891 (1)	$40,579,607	$12,276,284	30.25
6,639,175 (2)	8,602,531	(1,963,356)	(22.82)
14,709,033	21,368,704	(6,659,671)	(31.17)
7,333,956	2,531,913	4,802,043	189.66
2,374,109	2,342,197	31,912	1.36
2,379,080	2,921,061	(541,981)	(18.55)
2,220,592	2,055,902	164,690	8.01
3,117,350	4,311,786	(1,194,436)	(27.70)
787,231	613,583	173,648	28.30
358	1,912	(1,554)	(81.28)
427,932	358,827	69,105	19.26
2,103,281	3,668,302	(1,565,021)	(42.66)
1,245,353	1,500,000	(254,647)	(16.98)
305,526	328,863	(23,337)	(7.10)
184,501	245,245	(60,744)	(24.77)
118,177	108,742	9,435	8.68
426,418	393,165	33,253	8.46
22,994	16,862	6,132	36.37
--	43,569	(43,569)	--
7,609	2,799	4,810	171.85
9,900	9,761	139	1.42
355	759	(404)	(53.23)
10	--	10	--
255	168	87	51.79
43,489	49,862	(6,373)	(12.78)
$97,312,576	$92,056,121	$5,256,455	5.71
68,289,645	50,167,790	18,121,855	36.12
$165,602,221	$142,223,911	$23,378,310	16.44

(1) 2% Discount allowed and not included-$664,017

(2) 2% Discount allowed and not included-$ 49,927

*Collections reflect five quarters in FY 1983 and four quarters in FY 1984.

Food Stamp Participation By County, July, 1984

SOURCE: State Welfare Department

County	Number of Households[2] (Average Allotment $130.74)	Number of Persons[3] (Average Allotment $41.59)	Coupon Value[4] (Average Per Meal[1] $.46)
Adams	2,761	7,933	357,959
Alcorn	2,070	5,114	206,692
Amite	824	2,868	105,462
Attala	1,644	4,943	191,945
Benton	722	2,466	95,791
Bolivar	4,109	15,639	624,489
Calhoun	964	2,574	96,157
Carroll	808	2,426	90,520
Chickasaw	979	2,700	129,322
Choctaw	665	1,867	71,366
Claiborne	1,175	3,837	165,404
Clark	1,111	3,053	115,872
Clay	1,504	4,666	204,892
Coahoma	3,631	13,029	534,997
Copiah	1,855	5,933	244,873
Covington	1,121	3,613	142,424
DeSoto	1,820	6,214	242,422
Forrest	4,141	11,343	515,917
Franklin	813	2,288	93,347
George	1,198	3,603	160,927
Greene	937	2,845	126,135
Grenada	1,102	3,426	134,025
Hancock	1,688	4,735	219,601
Harrison	6,000	18,401	841,472
Hinds	13,563	40,999	1,892,502
Holmes	3,316	11,094	474,517
Humphreys	1,171	4,545	169,341
Issaquena	213	847	29,901
Itawamba	759	1,794	62,854
Jackson	4,873	15,488	784,897
Jasper	1,212	3,927	147,506
Jefferson	904	2,938	111,097
Jeff Davis	1,338	4,151	168,213
Jones	2,879	8,167	322,931
Kemper	706	2,335	86,922
Lafayette	1,063	3,110	121,361
Lamar	1,567	4,460	197,841
Lauderdale	3,908	11,542	494,017
Lawrence	820	2,374	95,040
Leake	1,735	4,912	196,161
Lee	2,041	5,342	216,984
Leflore	3,050	11,019	439,844
Lincoln	2,052	6,099	253,412
Lowndes	2,649	8,697	361,175
Madison	3,379	11,876	510,503
Marion	1,652	5,253	225,020
Marshall	2,817	9,496	382,873
Monroe	1,895	5,763	226,937
Montgomery	1,316	3,611	136,499
Neshoba	1,501	4,265	157,367
Newton	1,186	3,339	124,717
Noxubee	1,581	5,494	216,312
Oktibbeha	1,920	5,974	256,243
Panola	2,392	8,825	350,021
Pearl River	1,910	5,437	235,304
Perry	1,041	2,895	119,930
Pike	2,455	7,496	317,630
Pontotoc	1,071	2,560	92,536
Prentiss	1,193	3,089	115,281
Quitman	1,242	4,714	178,477
Rankin	1,995	5,981	244,855
Scott	1,486	4,549	175,470
Sharkey	892	3,672	135,051
Simpson	1,312	3,795	147,908
Smith	801	2,344	83,108
Stone	673	2,138	92,935
Sunflower	2,551	10,497	394,817
Tallahatchie	1,764	6,936	261,763
Tate	1,388	4,288	162,771
Tippah	1,304	3,603	135,465
Tishomingo	1,035	2,488	98,406
Tunica	1,280	4,954	193,016
Union	1,066	2,851	99,352
Walthall	1,141	3,870	156,588
Warren	2,869	8,482	381,786
Washington	5,940	20,981	900,166
Wayne	1,736	5,265	220,825
Webster	681	1,752	68,058
Wilkinson	1,071	3,333	129,493
Winston	1,713	5,064	195,607
Yalobusha	952	2,627	101,754
Yazoo	2,682	8,873	351,462
State Total	158,344	497,776	20,702,265

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[1] Meals are on a state-wide basis and is computed on an average 30 day month and 3 meals per day for a total of 90 meals in one month.

[2] Average Allotment for Households is determined by dividing state total by number of state total of households.

[3] Average Allotment for Persons is determined by dividing state total by total number of person.

[4] Average per meal is determined by dividing the average allotment per person ($41.59) by total number of average meals a month (90)

Producer Price Indexes--July 1984

The Producer Price Index for Finished Goods moved up 0.3 percent on a seasonally adjusted basis from June to July, the Bureau of Labor Statistics of the U.S. Department of Labor reported today. The index had shown little or no change in any of the previous 3 months. After rising moderately in May and June, prices received by producers of intermediate goods declined 0.2 percent in July. Crude material prices edged up 0.1 percent, following substantial decreases in the preceding 2 months. (See table A).

A rise in consumer food prices which had fallen throughout the second quarter, was primarily responsible for the July upturn in the Finished Goods Price Index. In contrast, the index for finished energy goods dropped much more than in June. Prices for finished goods other than foods and energy continued to increase slightly.

Before seasonal adjustment, the Producer Price Index for finished Goods increased 0.5 percent to 292.6 (1967 = 100). From July 1983 to July 1984, the Finished Goods Price Index rose 2.4 percent. During the same period, prices for finished consumer foods advanced 5.7 percent, the index for finished energy goods fell 4.3 percent, finished consumer goods other than foods and energy increased 2.5 percent, and prices received by captial equipment manufacturers rose 2.6 percent. The index for intermediate goods climbed 2.8 percent in the 12 months ended in July 1984, and crude material prices were up 4.3 percent.

Percent changes from preceding month in selected stage-of-processing price indexes, seasonally adjusted*

	Finished goods			Intermediate goods			Crude goods		
Month	Total	Consumer foods	Other	Total	Foods and feeds 1	Other	Total	Foodstuffs and feedstuffs	Other
July 1983	0	-0.5	0.2	0.3	-0.2	0.3	-1.0	-2.1	0.2
Aug.	.4	.3	.3	.4	3.0	.3	2.2	4.1	.3
Sept	.1	.7	-.1	.6	4.8	.4	1.2	1.7	.5
Oct.	.2	1.0	-.1	.3	-1.1	.3	.1	.8	-.6
Nov.	-.1	-.3	.1	.1	.2	.1	.1	.4	.5
Dec.	.2	.7	0	.2	-.4	.2	1.0	1.5	.3
Jan. 1984	.6	2.6	0	0	1.3	-.1	.7	2.2	-.9
Feb.	.4	.6	.3	.2	-1.8	.3	-1.5	-3.1	.3
Mar.	r.4	r.7	r.3	.5	r1.3	r.5	r1.9	r4.0	r-.5
Apr.	r.1	r-.5	r.3	r0	r.2	r0	r.1	r-.9	1.3
May	0	-1.2	.3	.3	-.3	.3	-.9	-2.7	1.1
June	0	-.6	.2	.4	-.9	.5	-1.0	-2.3	.5
July	.3	1.4	-.1	-1.7	-.1	.1	.4	-.3	

1 Intermediate materials for food manufacturing and animal feeds.

* Some of the figures shown above may differ from those previously reported because data for March 1984 have been revised to reflect the availability of late reports and corrections by respondents.

r = revised.

SOURCE: U.S. Dept. of Labor, Bureau of Labor Statistics, Washington, D.C.

U.S. IMPORT AND EXPORT PRICE INDEXES -SECOND QUARTER 1984-

Prices of both U.S. imports and exports of merchandise increased during the second quarter of 1984, the Bureau of Labor Statistics of the U.S. Department of Labor reported today. The U.S. Import Price Index was up 0.3 percent and the U.S. Export Price index rose 1.4 percent.

Import prices averaged higher in the second quarter as declines in indexes for crude materials, fuels and related products, and chemicals were offset by increases in food, beverages and tobacco, intermediate manufactured products, and machinery and transport equipment. The index for import prices, excluding fuels and related products, was up 0.5 percent during the second quarter.

The increase in export prices followed a 0.6 percent rise in the first quarter and was led by sharp gains in the indexes for food, up 3.2 percent, and crude materials, up 5.2 percent. Smaller price increases occurred in beverages and tobacco, fuels and related products, intermediate manufactured products, and machinery transport equipment. Prices declined, however, for exports of chemicals and miscellaneous manufactured products.

Percent change in export and import price indexes
-not seasonally adjusted-

Product category	June 1983 to Sept 1983	Sept 1983 to Dec 1983	Dec 1983 to March 1983	March 1983 to June 1984
All imports	-0.3	0.4	0.7r	0.3
Food	1.3	1.2	2.1r	1.0
Beverages and tobacco	-0.1	1.1	-0.1	0.6
Crude materials	n.a.	-1.4	4.7	-0.6
Fuels and related products	-0.1	-0.1	0.8r	-0.3
Chemicals	-2.2	1.7	1.6r	-0.4
Intermediate mfg. products	0.8	0.0	0.2	1.5
Machinery & transport equip.	-1.2	1.1	-0.1r	0.1
Misc. manufactured products	-0.2	-0.2	0.6	0.9
All imports, ex. fuels	-0.4	0.5	0.8r	0.5
All exports	n.a.	-0.5	0.6r	1.4
Food	7.6	-3.8	-2.4	3.2
Beverages and tobacco	0.0	1.5	0.1	0.3
Crude materials	14.5	-2.0	0.3r	5.2
Fuels and related products	n.a.	-0.8	-0.1	0.6
Chemicals	0.6	1.6	2.8	-1.7
Intermediate mfg. products	0.5	-0.8	1.0	0.3
Machinery & transport equip.	0.4	0.8	1.1	0.6
Misc. manufactured products	n.a.	0.2.	0.4	-0.2

r = revised to reflect late reports and corrections by respondents.
n.a. = not available.

SOURCE: **News,** U.S. Department of Labor, Bureau of Labor Statistics, Washington, D.C. 20212, August, 1984.

Sales Indicated By Sales Tax Collections During July, 1984 By County (000's)

Source: State Tax Commission

County	Total Sales Tax Collections	Indicated Sales
Adams	1,852	36,147
Alcorn	992	18,456
Amite	179	3,963
Attala	484	8,628
Benton	76	1,324
Bolivar	1,059	21,579
Calhoun	324	5,925
Carroll	115	2,216
Chickasaw	412	7,733
Choctaw	127	2,412
Claiborne	235	8,212
Clarke	284	5,970
Clay	403	7,882
Coahoma	1,075	20,004
Copiah	535	11,816
Covington	589	11,225
DeSoto	1,161	23,156
Forrest	3,159	59,204
Franklin	134	2,915
George	285	5,218
Greene	113	2,198
Grenada	829	17,457
Hancock	707	13,836
Harrison	6,105	114,302
Hinds	12,762	259,723
Holmes	405	7,806
Humphreys	315	6,191
Issaquena	7	161
Itawamba	268	5,842
Jackson	2,995	50,465
Jasper	352	6,892
Jefferson	88	1,698
Jeff Davis	256	4,958
Jones	2,747	52,678
Kemper	117	1,998
Lafayette	772	14,583
Lamar	522	9,442
Lauderdale	3,503	73,197
Lawrence	207	3,978
Leake	401	7,814
Lee	3,010	57,427
Leflore	1,444	27,160
Lincoln	985	19,464

County	Total Sales Tax Collections	Indicated Sales
Lowndes	2,254	43,184
Madison	1,229	26,328
Marion	780	13,863
Marshall	520	9,836
Monroe	943	18,711
Montgomery	86	1,632
Neshoba	574	10,741
Newton	426	8,542
Noxubee	217	3,888
Oktibbeha	825	14,726
Panola	774	14,747
Pearl River	831	15,728
Perry	236	7,431
Pike	1,377	27,281
Pontotoc	404	7,774
Prentiss	535	10,539
Quitman	198	3,868
Rankin	2,487	51,111
Scott	616	11,713
Sharkey	188	3,717
Simpson	569	11,235
Smith	190	3,778
Stone	255	4,698
Sunflower	745	15,037
Tallahatchie	327	6,285
Tate	477	9,621
Tippah	477	8,972
Tishomingo	422	8,003
Tunica	193	3,755
Union	546	10,128
Walthall	252	5,157
Warren	1,803	37,251
Washington	2,278	44,765
Wayne	523	9,573
Webster	203	3,681
Wilkinson	227	4,492
Winston	421	7,888
Yalobusha	276	4,952
Yazoo	781	17,891
State Total	83,149	1,669,712

Southeast Regional Economic Indicators

	NONFARM EMPLOYMENT thousands			UNEMPLOYMENT RATE percent			PLANE PASSENGER ARRIVALS thousands		
	June 1984	May 1984	Annual % Change	June 1984	May 1984	Annual% Change	June 1984	May 1984	Annual % Change
ALABAMA	1,361.2	1,348.8	+ 2	10.8	10.4	13.7	122.8	120.3	+ 23
Birmingham	344.2	342.5	+ 2	9.6	9.5	12.9	54.9	54.3	− 8
Huntsville	138.7	138.1	+ 4	8.4	8.1	10.3	26.1	26.0	+ 10
Mobile	149.7	147.4	+ 1	12.0	12.1	15.4	25.7	24.6	+ 4
Montgomery	110.4	109.6	+ 2	9.1	8.4	11.8	16.1	15.4	+ 0
FLORIDA	4,122.6	4,119.3	+ 6	6.6	6.1	8.8	2,198.7	2,296.4	+ 2
Daytona Beach	90.7	90.6	+ 5	5.4	4.8	7.6	20.8	22.4	− 4
Ft. Lauderdale	380.8	381.9	+ 4	5.3	5.0	7.5	215.8	233.6	+ 13
Jacksonville	323.6	324.0	+ 3	6.2	5.6	8.3	106.6	91.5	+ 15
Melbourne	125.5	124.9	+ 7	5.9	5.2	8.2	27.3	28.1	+ 12
Miami	749.8	750.3	+ 2	7.6	7.5	10.2	782.1	755.7	− 21
Orlando	360.6	360.8	+ 6	6.0	5.1	7.2	364.7	366.7	+ 10
Sarasota	82.7	83.6	+ 2	4.7	3.7	6.4	47.6	56.2	− 5
Tallahassee	78.8	79.7	+ 2	4.5	4.0	5.3	25.5	28.7	+ 2
Tampa-St. Pete	627.5	628.9	+ 3	5.5	5.1	7.5	319.2	566.9	+ 0
West Palm Beach	246.9	247.8	+ 6	7.0	6.2	9.3	289.0	146.6	+ 56
GEORGIA	2,410.2	2,386.9	+ 5	6.1	5.9	7.6	1,788.8	1,801.0	+ 6
Atlanta	1,126.3	1,115.2	+ 6	5.1	4.9	6.6	1,720.1	1,727.9	+ 6
Augusta	126.8	127.3	+ 0	7.0	7.0	9.3	16.2	15.7	+ 18
Columbus	84.8	84.1	+ 6	9.3	7.2	8.8	10.7	10.4	+ 24
Macon	103.3	102.7	+ 3	7.0	6.6	8.1	5.2	5.0	+ 3
Savannah	91.9	92.2	+ 3	7.2	7.4	8.7	36.5	42.0	+ 14
LOUISIANA	1,575.6	1,574.4	+ 1	9.4	8.9	12.5	345.5	329.9	+ 26
Baton Rouge	208.5	209.9	+ 2	8.2	7.3	10.8	29.1	28.0	+ 12
New Orleans	511.2	511.2	+ 1	8.5	8.1	10.9	316.4	301.9	+ 28
MISSISSIPPI	799.8	805.6	+ 1	10.5	9.5	13.9	37.4	35.2	− 5
Biloxi-Gulfport	62.9	63.3	+ 2	10.2	9.5	14.4	4.9	5.8	− 27
Jackson	147.9	148.0	+ 2	6.5	5.9	9.3	32.5	29.8	+ 0
TENNESSEE	1,827.3	1,811.9	+ 6	8.7	8.3	12.1	176.2	170.0	+ 7
Chattanooga	167.5	166.1	+ 2	8.3	8.0	10.3	21.1	17.9	+ 8
Knoxville	204.9	204.4	+ 2	8.1	7.7	11.4	40.7	39.6	+ 6
Nashville	396.6	394.4	+ 4	5.8	5.6	8.8	114.4	112.5	+ 7

	NONRESIDENTIAL BUILDING PERMITS Millions $, 12-mo. Rate			RESIDENTIAL SINGLE-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate			RESIDENTIAL MULTI-FAMILY BUILDING PERMITS No. of units, 12-mo. Rate		
	June 1984	May 1984	Annual % Change	June 1984	May 1984	Annual% 1984	June 1984	May 1984	Annual % Change
ALABAMA	724.6	696.6	+ 96	8,165	8,100	+ 19	8,865	8,567	+ 58
Birmingham	226.1	228.2	+ 62	2,367	2,310	+ 59	1,276	1,246	+ 35
Huntsville	83.5	83.7	+ 70	1,296	1,291	− 6	3,434	3,405	+ 117
Mobile	213.1	185.1	+ 363	848	850	+ 2	1,110	846	+ 32
Montgomery	50.2	49.6	+ 74	-	-	-	-	-	-
FLORIDA	4,289.8	4,297.7	+ 19	104,523	105,117	+ 30	98,934	98,454	+ 49
Daytona Beach	89.5	93.1	+ 18	4,251	4,221	+ 39	1,618	1,506	+ 66
Ft. Lauderdale	366.1	400.9	+ 4	4,839	4,823	+ 52	9,572	8,975	+ 28
Jacksonville	235.8	232.7	− 29	5,721	5,822	+ 19	7,855	8,030	+ 102
Melbourne	171.4	153.0	+ 76	4,972	5,068	+ 54	3,427	3,427	+ 117
Miami	638.9	667.0	+ 25	6,614	6,436	+ 80	8,627	8,173	+ 24
Orlando	541.7	534.6	+ 20	13,057	13,264	+ 31	11,425	11,320	+ 138
Sarasota	88.5	89.3	+ 7	2,397	2,563	+ 7	2,075	2,048	+ 7
Tallahassee	53.6	52.3	+ 95	2,108	2,088	+ 19	752	791	− 41
Tampa-St. Pete	711.5	718.7	+ 22	17,732	17,541	+ 37	18,073	17,948	+ 61
West Palm Beach	385.8	271.4	+ 28	10,937	10,787	+ 51	9,139	9,345	+ 36
GEORGIA	1,632.1	1,563.0	+ 51	43,651	43,714	+ 23	27,480	26,747	+ 37
Atlanta	1,188.7	1,122.5	+ 54	30,524	30,499	+ 29	17,921	17,058	+ 68
Augusta	46.3	40.2	+ 20	2,832	2,833	+ 46	1,092	1,041	− 11
Columbus	41.4	44.0	+ 36	542	563	+ 12	744	973	+ 1
Macon	54.8	51.2	+ 74	-	-	-	-	-	-
Savannah	53.2	53.5	+ 18	-	-	-	-	-	-
LOUISIANA	1,165.0	1,188.0	+ 3	15,890	16,287	+ 3	17,695	17,889	+ 38
Baton Rouge	250.4	248.4	+ 10	3,232	3,369	− 3	4,885	4,620	+ 64
New Orleans	458.0	472.1	+ 11	6,714	6,717	+ 24	5,882	6,242	+ 15
MISSISSIPPI	243.3	226.6	+ 56	5,389	5,243	+ 23	5,825	5,837	+ 103
Biloxi-Gulfport	39.5	31.1	+ 85	-	-	-	-	-	-
Jackson	52.5	44.7	+ 40	1,234	1,186	+ 109	906	834	+ 88
TENNESSEE	843.8	851.4	+ 18	13,757	14,028	+ 19	23,078	21,746	+ 169
Chattanooga	66.1	65.5	+ 13	1,177	1,174	+ 27	963	959	+ 81
Knoxville	100.0	106.4	− 12	1,440	1,473	+ 14	818	804	+ 29
Nashville	319.6	306.2	+ 56	4,225	4,171	+ 27	11,578	10,778	+ 167

Notes: Labor Force data are from Bureau of Labor Statistics Reports supplied by state agencies. Plane Passenger Arrivals are collected from 26 airports. Building Permit data are supplied by the U.S. Bureau of the Census. Nonresidential data excludes the cost of construction for publicly owned buildings. The annual percent change calculation is based on the most recent month over prior year.

SOURCE: Federal Land Bank of Atlanta, Southeastern Economic Insight, September 1, 1984

STATE ECONOMIC INDICATORS

Indicator	July 1984[1]	June 1984[2]	July 1983[2]	Per Cent One Month Ago[3]	Change One Year Ago[3]
EMPLOYMENT, EARNINGS AND HOURS[4]					
Total Employment	961,900	956,900	940,900	0.5	2.2
Non-Ag Employment	794,800	800,400	788,200	—5.6	6.6
Mining	9,100	9,100	8,800	—0—	0.3
Contract Construction	33,500	33,300	33,500	0.2	—2.0
Manufacturing	210,000	210,800	205,600	—0.8	4.4
Transportation and Public Utilities	38,800	38,700	38,600	0.1	0.2
Wholesale and Retail Trade	170,300	170,100	165,800	0.2	4.5
Finance, Insurance and Real Estate	34,600	34,700	34,100	—0.1	0.5
Service	125,900	127,900	125,600	—1.1	0.3
Government	172,600	176,800	174,100	—4.2	—1.5
Unemployment Rate (Per Cent Labor Force)	10.2	9.6	12.5	——	——
Average Weekly Earnings in Manufacturing (Dollars)	274.11	283.15	266.26	—3.2	2.9
Average Hourly Earnings in Manufacturing (Dollars)	6.87	6.94	6.69	—1.0	2.7
Average Weekly Hours in Manufacturing	39.9	40.8	39.8	——	——
PRODUCTION (000's)					
Petroleum Production					
Production of Crude Petroleum (bbls.)[5]	2,840	2,615	2,535	8.6	12.0
Gasoline Delivered to Dealers (gals.)[6]	150,025	100,791	124,681	48.9	20.3
PUBLIC UTILITIES					
Sales of Electricity (000's KWH)[7]	2,365,362	2,191,768	2,075,799	7.9	13.9
RETAIL SALES (000's)[8]	1,549,881	1,595,610	1,570,557	—2.9	—1.3

Indicator	April 1984	March 1984	April 1983	Per Cent One Month Ago	Change One Year Ago
AGRICULTURE (000's)[9]					
Total Cash Receipts from Farm Marketings	47,746	134,606	92,892	—64.5	—48.6
Cash Receipts from Marketing Livestock	68,315	84,416	79,697	—19.1	—14.3
Cash Receipts from Marketing Crops	20,569	50,190	13,195	—59.0	55.0

[1] Preliminary

[2] Revised

[3] Percent change calculated with revised figures, not comparable with previously published data.

[4] Mississippi Employment Security Commission

[5] State Oil and Gas Board for April

[6] Mississippi Motor Vehicle Comptroller

[7] Mississippi Power Company, Mississippi Power and Light Company and Tennessee Valley Authority.

[8] Mississippi Tax Commission

[9] U.S. Department of Agriculture

INDEXES OF SELECTED MISSISSIPPI ECONOMIC INDICATORS
[Seasonally Adjusted]
1969 = 100

Indicator	July 1984	June 1984	July 1983
Retail Sales	168.2	174.2	176.8
Electric Sales	221.6	227.8	192.9
Gasoline Gallonage	173.8	130.5	305.0

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month July	PerCent Month Ago	Change Year Ago	Current Month July	Month Ago	Year Ago
Aberdeen	64,573	6.1	39.6	67,373	100,494	32,400
Baldwyn	26,628	12.9	7.0	— —	— —	— —
Batesville	81,759	1.3	33.7	— —	— —	— —
Bay Springs	26,948	8.0	24.8	— —	— —	— —
Bay St. Louis	60,631	3.9	43.6	— —	— —	— —
Belmont	11,023	—26.5	—4.2	— —	— —	— —
Belzoni	40,130	1.6	32.0	— —	— —	— —
Biloxi	415,083	—31.8	29.5	744,652	924,063	4,514,617
Brandon	57,073	—18.7	26.1	596,000	— —	— —
Brookhaven	154,161	1.0	23.8	108,250	140,400	106,500
Brooksville	3,474	10.8	22.4	— —	— —	— —
Canton	82,028	—4.4	19.2	— —	— —	— —
Carthage	58,762	0.1	36.2	77,000	140,950	75,804
Charleston	24,436	11.0	34.0	— —	— —	— —
Clarksdale	162,542	—0.2	30.7	— —	— —	— —
Cleveland	126,460	—4.9	21.7	— —	— —	— —
Collins	41,635	10.1	31.0	55,000	15,000	— —
Columbia	116,310	10.1	21.6	— —	— —	— —
Columbus	310,359	2.6	30.8	274,148	1,033,604	1,114,318
Corinth	149,355	0.6	34.1	106,500	— —	— —
Crystal Springs	29,460	0.5	19.2	255,000	191,978	1,850
Drew	12,655	—4.5	24.8	— —	— —	— —
Edwards	5,205	11.0	42.0	44,100	8,000	— —
Ellisville	18,550	—3.4	23.7	— —	— —	— —
Eupora	24,646	—0.4	48.3	— —	— —	— —
Fayette	12,882	2.1	31.5	— —	— —	— —
Forest	68,264	2.5	23.1	— —	— —	— —
Greenville	327,944	—1.5	36.0	524,801	444,000	154,838
Greenwood	199,824	0.6	34.0	152,900	106,900	287,500
Grenada	135,783	9.4	51.4	— —	— —	— —
Gulfport	324,031	6.8	5.2	1,088,292	10,437,434	2,674,636
Hattiesburg	517,223	5.6	26.0	1,953,590	2,455,483	— —
Hernando	35,661	6.9	42.0	531,492	— —	— —
Hollandale	17,278	13.8	25.3	— —	— —	— —
Holly Springs	58,754	—1.9	34.3	274,000	— —	— —
Houston	46,731	—8.1	30.0	121,350	165,000	31,000
Indianola	82,443	—7.2	32.5	— —	— —	— —
Iuka	40,206	12.4	41.7	— —	— —	— —
Jackson	2,005,914	—1.5	34.2	3,121,814	— —	— —
Kosciusko	77,026	3.8	39.3	— —	— —	— —
Laurel	396,920	3.8	44.8	1,032,841	674,040	792,321
Leland	27,205	5.9	39.8	— —	— —	— —
Lexington	26,415	1.8	12.5	— —	— —	— —
Louisville	68,106	8.9	31.4	630,461	— —	— —
Lucedale	41,552	—5.3	35.0	— —	270,000	— —
Lumberton	14,019	8.3	66.8	— —	— —	— —
Macon	21,917	3.6	24.6	— —	— —	— —
Magee	64,397	—2.5	38.6	— —	— —	— —
Magnolia	11,711	—6.5	15.6	18,000	106,000	— —
Marks	22,452	11.4	48.7	— —	— —	— —
McComb	166,453	—3.9	16.2	357,850	159,855	— —
Meadville	6,901	4.7	5.7	— —	— —	— —
Mendenhall	28,335	18.2	22.6	31,500	38,955	14,040
Meridian	529,466	5.3	36.1	1,540,408	1,151,387	2,322,269
Monticello	26,895	7.6	34.2	35,000	—0—	93,000
Morton	26,711	7.5	36.0	— —	— —	— —
Moss Point	68,196	3.1	34.5	1,164,900	134,494	392,525
Natchez	287,832	4.0	25.1	104,430	387,970	607,143
New Albany	88,352	6.4	47.8	498,886	840,023	1,657,000
Newton	34,562	8.4	38.0	38,450	— —	205,080
Ocean Springs	103,199	6.4	32.8	— —	— —	— —
Okolona	19,485	13.1	16.3	30,000	— —	89,500
Oxford	117,965	7.1	29.3	1,149,200	174,550	163,550
Pascagoula	256,475	2.5	28.0	— —	— —	— —
Pass Christian	19,995	6.1	3.0	— —	— —	— —
Philadelphia	87,672	2.7	32.7	— —	— —	— —

BUSINESS ACTIVITY BY CITY

	City Sales Tax Collections			Building Permits		
	Current Month July	PerCent Month Ago	Change Year Ago	Current Month July	Month Ago	Year Ago
Picayune	116,599	6.5	—0.1	671,000	——	——
Pontotoc	59,496	6.1	34.5	——	——	——
Poplarville	18,588	—12.1	12.0	8,000	7,000	——
Port Gibson	17,991	3.0	14.3	——	——	——
Prentiss	28,882	—6.0	38.4	3,200	5,500	121,000
Quitman	35,851	11.1	47.3	——	——	——
Raymond	5,566	5.4	12.5	——	——	——
Richton	13,366	1.1	32.8	——	——	——
Rosedale	9,977	10.6	43.3	——	——	——
Ruleville	16,222	3.9	34.6	——	——	——
Sardis	23,473	2.8	30.4	70,500	4,000	13,000
Senatobia	69,315	4.1	43.0	1,339,500	39,600	62,950
Shelby	14,573	1.9	37.7	——	——	——
Starkville	130,315	—5.5	29.4	343,700	1,047,000	933,073
Summit	15,121	—0.2	44.8	——	——	——
Taylorsville	16,152	—21.0	34.7	——	——	——
Tchula	5,368	7.1	16.3	——	——	——
Tunica	22,049	4.0	18.7	5,400	31,000	18,000
Tupelo	422,425	—2.3	23.0	1,210,486	872,164	1,360,717
Union	18,370	—1.3	27.3	——	——	——
Utica	12,496	0.6	37.6	——	——	——
Vicksburg	264,343	0.5	36.0	267,261	410,637	341,471
Walnut Grove	1,657	9.6	38.0	——	——	——
Water Valley	33,852	7.8	39.0	——	——	——
Waynesboro	77,730	11.1	38.0	90,000	—0—	10,000
West Point	64,129	1.3	14.0	1,087,660	1,132,000	363,955
Wiggins	32,932	—6.4	28.7	——	——	——
Winona	42,472	—1.1	25.1	74,000	39,000	50,000
Yazoo City	90,396	0.6	41.5	——	——	——

STANDARD METROPOLITAN STATISTICAL AREAS

JACKSON **[Hinds and Rankin Counties]**	July 1984	June 1984	July 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	163,800	163,500	161,900	1.8	1.2
Unemployed Persons	11,600	10,800	14,000	7.4	—17.1
Per Cent of Labor Force	7.1	6.6	8.6	——	——
Employed Persons	152,200	152,710	147,900	—0.3	2.9
Non-Ag Wage & Salaries	130,300	130,700	125,900	—0.3	3.5
Manufacturing	20,100	20,300	20,200	—1.0	—0.5
CITY SALES TAX COLLECTIONS	2,066,254	2,128,284	1,557,716	—2.0	34.0

BILOXI-GULFPORT **[Hancock, Harrison and Stone Counties]**	July 1984	June 1984	July 1983	Per Cent Month Ago	Change Year Ago
MANPOWER DATA					
Civilian Labor Force	71,790	71,370	73,550	0.6	—2.4
Unemployed Persons	7,520	7,400	9,990	1.6	—24.7
Per Cent of Labor Force	10.5	10.4	13.6	——	——
Employed Persons	64,270	63,970	63,560	0.5	1.1
Non-Ag Wage & Salaries	54,100	53,830	53,190	0.5	1.7
Manufacturing	9,680	9,680	9,870	0	—1.9
CITY SALES TAX COLLECTIONS	759,109	975,229	644,020	—22.2	17.9

Indicated Sales (Retail and Wholesale) By County (000's) 1982 and 1983

SOURCE: Mississippi Tax Commission Service Bulletin. Computations by the Division of Business Research, Mississippi State University.

County	1982	% of State	% of Change	1983	% of State	% of Change
Adams	444,894	2.13	10.28	398,845	1.95	10.35
Alcorn	277,519	1.33	−7.82	306,694	1.50	10.57
Amite	36,347	0.17	−0.19	34,921	0.17	−3.92
Attala	119,189	0.57	2.80	110,176	0.54	−7.56
Benton	13,941	0.07	−14.62	14,303	0.07	2.60
Bolivar	248,302	1.19	−2.92	240,860	1.18	−3.00
Calhoun	65,966	0.32	5.26	69,947	0.34	6.03
Carroll	30,589	0.15	−3.79	27,717	0.14	−9.39
Chickasaw	81,282	0.39	4.11	86,840	0.43	6.84
Choctaw	28,245	0.14	6.43	27,004	0.13	−4.39
Claiborne	310,012	1.49	5.68	257,053	1.26	−17.08
Clarke	64,275	0.31	8.43	60,921	0.30	−5.22
Clay	114,357	0.55	1.60	114,624	0.56	0.23
Coahoma	248,071	1.19	5.12	241,101	1.18	−2.81
Copiah	106,581	0.51	0.60	105,798	0.52	−0.73
Covington	127,127	0.61	−7.08	116,327	0.57	−8.50
DeSoto	228,143	1.09	−4.57	247,251	1.21	8.38
Forrest	734,900	3.53	3.14	741,996	3.63	0.97
Franklin	28,188	0.14	−8.59	26,342	0.13	−6.55
George	67,664	0.32	−0.83	63,214	0.31	−6.58
Greene	21,753	0.10	−5.78	21,303	0.10	−2.07
Grenada	176,319	0.85	2.38	180,495	0.88	2.37
Hancock	193,879	0.93	19.87	181,178	0.89	−6.55
Harrison	1,214,286	5.83	5.64	1,322,315	6.48	8.90
Hinds	3,169,839	15.21	1.96	3,135,110	15.36	−1.10
Holmes	86,754	0.42	−9.98	85,419	0.41	−1.54
Humphreys	86,798	0.42	11.50	72,166	0.35	−16.86
Issaquena	6,066	0.03	−79.22	10,633	0.05	75.29
Itawamba	104,314	0.50	19.32	112,020	0.55	7.39
Jackson	1,134,885	5.44	52.24	986,082	4.83	−13.11
Jasper	102,403	0.49	22.19	73,104	0.36	−28.61
Jefferson	23,197	0.11	−6.27	20,603	0.10	−11.18
Jeff Davis	68,607	0.33	5.73	54,857	0.27	25.07
Jones	756,164	3.63	8.32	615,101	3.01	−18.66
Kemper	23,480	0.11	−11.28	24,720	0.12	5.28
Lafayette	154,664	0.74	1.93	155,237	0.76	0.37
Lamar	97,295	0.47	8.99	103,991	0.51	6.88
Lauderdale	719,857	3.45	0.24	730,517	3.58	1.48
Lawrence	53,291	0.26	9.85	42,157	0.20	−20.89
Leake	80,690	0.39	19.24	76,584	0.37	−5.09
Lee	835,177	4.01	1.40	847,517	4.15	1.48
Leflore	323,490	1.55	−2.87	323,981	1.59	0.15
Lincoln	239,393	1.15	5.77	243,426	1.19	1.68
Lowndes	574,836	2.76	−38.98	485,774	2.38	−15.49
Madison	291,194	1.40	4.81	312,315	1.53	7.25
Marion	236,736	1.14	11.06	186,722	0.91	−21.13
Marshall	99,133	0.48	1.51	98,919	0.48	−0.22
Monroe	234,797	1.13	1.74	232,088	1.14	−1.15
Montgomery	59,195	0.28	−6.90	61,699	0.30	4.23
Neshoba	122,880	0.59	1.56	134,157	0.66	9.18
Newton	84,232	0.40	−0.72	91,712	0.45	8.88
Noxubee	52,908	0.25	−0.74	49,957	0.24	−5.58
Oktibbeha	178,667	0.86	−4.49	178,111	0.87	−0.31
Panola	159,123	0.76	−2.45	167,272	0.82	5.12
Pearl River	164,289	0.79	7.77	208,193	1.02	26.72
Perry	39,423	0.19	33.45	132,221	0.65	235.39
Pike	286,959	1.38	6.68	287,950	1.41	0.35
Pontotoc	73,922	0.35	7.24	76,914	0.38	4.05
Prentiss	112,292	0.54	0.30	109,505	0.54	2.48
Quitman	42,722	0.20	3.00	44,917	0.22	5.14
Rankin	567,577	2.72	1.50	603,092	2.95	6.26
Scott	132,669	0.64	−3.12	134,964	0.66	1.73
Sharkey	40,084	0.19	−12.33	37,952	0.19	−5.32
Simpson	126,471	0.61	3.88	123,433	0.60	−2.40
Smith	42,920	0.21	0.24	40,531	0.20	−5.57
Stone	51,922	0.25	3.59	49,819	0.24	−4.05
Sunflower	347,194	1.67	−0.15	367,217	1.80	5.77
Tallahatchie	66,745	0.32	0.12	61,211	0.30	−8.29
Tate	89,107	0.43	3.83	93,037	0.46	4.41
Tippah	132,851	0.64	−17.41	137,583	0.67	4.09
Tishomingo	132,173	0.63	−17.86	111,541	0.55	−15.61
Tunica	43,177	0.20	−6.65	40,804	0.20	−5.50
Union	106,805	0.51	1.35	110,138	0.54	3.12
Walthall	62,800	0.30	11.68	54,297	0.26	−13.54
Warren	355,603	1.71	−3.45	359,167	1.76	1.00
Washington	520,253	2.50	−2.24	528,853	2.59	1.65
Wayne	126,826	0.61	−36.56	107,549	0.53	−15.20
Webster	39,367	0.19	−8.67	39,468	0.19	0.26
Wilkinson	58,141	0.28	13.49	52,560	0.26	−9.60
Winston	94,182	0.45	−3.98	88,868	0.44	−5.64
Yalobusha	55,461	0.27	1.39	52,997	0.26	−4.44
Yazoo	272,740	1.31	6.72	214,556	1.05	−21.33
Other	1,498,172	7.19		1,432,537	7.02	−4.38
State Total	20,841,106		4.53	20,416,685		−2.04